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# THE Publishers' Weekly

## The American BOOK TRADE JOURNAL

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary  
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VOL. XCVIII.

NEW YORK, AUGUST 14, 1920

No. 7

*Ready September 25th*

# POOR MAN'S ROCK

By

## BERTRAND W. SINCLAIR

*Author of "North of Fifty-three," "Big Timber"  
and "Burned Bridges"*

¶ Ever since Bertrand W. Sinclair wrote "North of Fifty-Three" his red-blooded novels of the great Northwest have been steadily gaining in popularity until to-day Sinclair ranks among the first half-dozen authors of virile American stories, with sales running well into six figures.

¶ In "POOR MAN'S ROCK" Bertrand W. Sinclair has written a gripping story of the salmon canning industry of the great Northwest which we consider as the strongest novel that this popular author has yet written.

¶ In order to assist the booksellers to obtain the full sales-value from our extensive advertising campaign, we are planning to furnish the free advertising materials listed below. *If you have not already ordered, will you assist us by forwarding your order to-day?*

### FREE ADVERTISING MATERIALS

- |  |   |
|--|---|
| (1) Cutout Window Displays in full colors                        | (3) Imprinted 12 page Booklets about author     |
| (2) Extra Jackets in full colors                                 | (4) Electrotypes for advertising on 50-50 basis |
| (5) Imprinted Postcards (will be furnished in place of booklets) |   |

*With Frontispiece and Colored Jacket by Frank Tenney Johnson. \$1.90 Net.*

## LITTLE, BROWN & COMPANY, Publishers, BOSTON

## We Knew It---

WE knew "KINDRED OF THE DUST" by Peter B. Kyne would lead the sale of late Spring books. But we confess that we underestimated the demand. The first 75,000 edition was exhausted in little more than two months after publication.

*Now as we go to press with the next 30,000 we find—as all publishers have found—that our costs will be much higher—*

## So We Must Adjust the Price

Beginning with today, August 14th, the retail price of "Kindred of the Dust" will be \$2.00.

The success of "Kindred" also proves true our contention that a truly good novel, backed by a great advertising campaign—the best sort of dealer cooperation—is an unbeatable combination.

## Kindred of the Dust

By Peter B. Kyne

A story of the sort of people who grow only in the great Northwest—a best seller and deservedly so.

*Now \$2.00*

PUBLISHERS **Cosmopolitan Book Corporation** NEW YORK

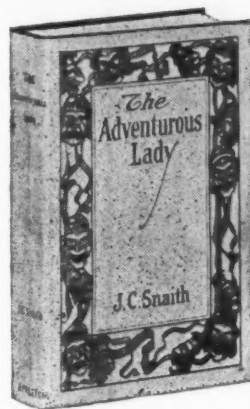
*The New York Times has said: "A new novel by J. C. Snaith is a big literary event—"*

## THE ADVENTUROUS LADY

*By the Author of "The Undeclared," "The Sailor," "Broke of Covenden," etc., will be ready at the end of August.*

Mr. Snaith's new novel will appeal to an even wider audience than did his previous successes. "The Adventurous Lady" is a sparkling social comedy, full of delightful situations and typical characters. The author's whimsical wit is given full play when Lady Elfreda Catkin, on her way to a fashionable house party, changes places with Girlie Cass, a governess, whom she sends in her stead.

\$2.00 net.



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Will the seductive heroine fall into the trap so cleverly laid for her or ———?  
Suspense in every page.

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Bolshevism today menaces America as never before. The man who last week obtained the conviction of the twenty Chicago reds here outlines a cure for the unrest of the day.

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## THE THREAD OF FLAME

Orders in advance have already placed this in the front rank of the autumn's biggest books—it will double the sale of any previous Basil King novel. To realize what this means, think back to the success of *The Inner Shrine*, *the City of Comrades*, and all those other King novels, each of which held its place on the list of best sellers month after month. Remember, too, that an entirely new public knows King now through his widely read books and magazine articles on the psychic. Then add the BIG fact: This story of a modern Enoch Arden is a novel so arresting in situation, so universal in appeal, so crammed with event and interest and thought, as to make a book for every reader of fiction. The discriminating who demand high excellence will find it here. For the reader who "just wants a story"—here is a story—the biggest he's come across in a long time. Now, all this being the case, what about your share? We are backing the book with a big advertising campaign. The cards are set for a real success. It's for every dealer to say how much of that business is his.

*The Thread of Flame.*  
Illustrated. Post 8vo.  
Cloth \$2.00.

**AUGUST  
26**

*Publication  
date  
of*

***Basil King's*  
THE THREAD  
OF FLAME**

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*"One of America's most significant novelists"*

—THE NEW REPUBLIC



# An Event

A NEW NOVEL FROM THE PEN OF  
Henry Ketchell Webster

Mary  
Wollaston



THE BOBBS-MERRILL CO., *Publishers*

ALFRED A. KNOPF



220 W. 42 St., New York



That is the title—for the present—of my most important fall book. It is not included in my catalogue, nor has it been shown to the trade anywhere as yet.

It will include chapters never printed elsewhere by Joseph Hergesheimer, Willa Cather, H. L. Mencken, Floyd Dell, Sidney L. Nyburg, Wilson Follett, Carl Van Vechten, George Jean Nathan, Witter Bynner, Clarence Day Jr., and others—a number of interesting illustrations, biographical data regarding many leading contemporary authors, selections from the writings of others, and much valuable information besides.

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*Alfred A. Knopf*

DATE  
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J. B. LIPPINCOTT COMPANY, PHILADELPHIA

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BY  
C. D. WILLIAMS



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THE JACKET



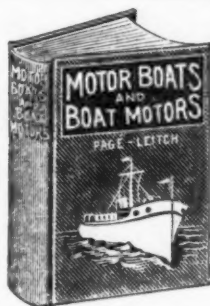
## Special Notice

***The FALL ANNOUNCEMENT  
NUMBER*** of the Publishers'  
Weekly will be issued under  
date of September 25th, 1920.

Publishers are requested to send  
at once complete lists in dupli-  
cate of their new books issued  
since July 1st and those in prep-  
aration for future publication.

This special number in many  
ways is the most important one  
of the year. It is the book-  
buyers daily bibliography for  
the most active selling season.  
Its index will be as complete as  
we can possibly make it and  
publishers who fail to send ma-  
terial for this purpose will be  
seriously handicapped if their  
new books are omitted.

*The Publishers' Weekly*

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524 Pages, 372 specially made engravings and Complete Working Drawings for Boat Builders

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An *unserialized*, vital novel, which will be in demand over her previous books by the usual periodical buyer.

THE GRAY ANGELS shows its author at her best in a serious work with an unusual and charming heroine. We'll all be hearing of Thurley who 'sings for her supper.'



Then

Edgar Wallace's

## The Four Just Men

is a sure-fire-hit. Every reader of mystery stories should know this tense, stirring tale of ideal justice which the Sinn Feiners have found presents their ideals. A book of worth and human interest.

Stock Now !!!

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Publishers **SMALL, MAYNARD and COMPANY** Boston



**The Publishers' Weekly**

FOUNDED BY F. LEYPOLDT

August 14, 1920

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

**A Book-Trade Headquarters**

**M**ANY events of the past two years governing paper regulations, printers' strike, copyright, tariff problems and the like have made organization among publishers a dire necessity, but there has also been a very human need of a better means of intercourse in the book-trade.

With each individual need for trade discussion there has been the necessity of setting up some temporary plan of getting together with the likelihood of omitting some from the call; there has been the lack of a central and well understood meeting place, with the likelihood of misunderstandings and delays. What has been everybody's business has been nobody's business with the consequent hesitancy on everyone's part to take the responsibility of trade initiative.

With the establishment of the National Association of Book Publishers at its extremely central quarters at Fifth Avenue and 33rd Street, it will be a simple matter to get prompt conference on any urgent book-trade matter, and the machinery for following up the suggestions made at such a conference will be ready at hand.

The statistics gathered for any such common work will find, at the headquarters, a permanent place of filing, and card indexing will make such material available for future reference. The fact that a trade problem once sifted carefully will not have to be revalued a few years later because the records are lost, will serve as an incentive to thoro investigation and careful reports.

The savor of individuality is a requisite to successful publishing just as it is to successful writing, but the machinery of distribution should be made as smooth running as possible in order that individuality may not be stunted by too much unwatched friction.

**New Transportation Rates and Fall Trade**

**N**O piece of news carried in the daily press this summer is of more fundamental importance to American business than the announcement that the new tariffs on freight and passengers will go into effect by the end of this month. There is practically nothing in American commerce that is not touched by this.

The effect of the increase on passenger rates in its application to book-trade problems is chiefly that of the publisher with his already increased expenses for traveling. The twenty per cent increase on fares, on Pullman and on excess baggage makes it absolutely necessary that every expense in this direction be carefully watched and each hour of travel turned to the greatest possible advantage, and it becomes increasingly important that the customer be well prepared for the visit by advance announcement in advertising and distinct understanding as to date of arrival, in order that there be as few delays as possible. Retailers should appreciate this and make every effort to give prompt attention to the travelers.

The freight rate of increase, which may run from thirty-five to forty per cent, will have more effect on the retailer. The publishers, to be sure, feel it in many ways in the cost of getting paper and the cost of handling books that come from distant cities, and in other ways, but the retailer has to face this on all his merchandise, as express rates will shortly be affected as well as freight. Let us see what will be the exact increment from a typical case. There is a city, let us say, that is paying at present a freight rate of one dollar a hundred. This hundred pounds is bringing to him approximately sixty books of the average kind—a few more than this if all are 12 mos. That means a freight cost of one and two-third cents. This freight rate now increases to \$1.40. This means a cost per book of two and one-third cents, an increase of two-thirds of a cent. This will be an important item to the retailer, and yet in bookselling as in other businesses the very first feeling has been a sense of relief on hearing of the decision. It means an improvement of service, and no merchant can do business in any field without adequate transportation. The problem of the merchant in the next three months

will be getting goods, and it is the unanimous agreement that a settlement of this difficulty, by which the carriers found themselves without a margin for improvement, will lead to a real benefit to the merchant. Booksellers must watch their margins, in order to be sure that this new expense is met by increased business, but that the decision increases the chance for an active fall trade seems unquestionable.

### *Books for Girls*

IN the many suggestions that are coming to the office of the PUBLISHERS' WEEKLY from librarians in reply to the questionnaire on "Books That Should Be Written," there is a repeated mention of the lack of sufficient number of good books for girls in their teens. Below this age there seem to be a great variety, and above that age the adult books are read. In their teens, girls like to find in fiction some reflection of their own interests, problems and activities, and not nearly as many books have been written in this field as have been written for the boys.

It is often said that every writer has at least one good juvenile in her mind if she could be encouraged to write it. It might well be the office of the publishers to bring that suggestion to the minds of some of the really competent women writers.

### *Amusements*

REPORTS seem to indicate that amusement expenditures in this country have broken all records, and will reach the sum of one billion dollars this year, if the public continues to patronize theaters and resorts for the remainder of the year as it did during the first three months. These figures are quoted by the *Dramatic Mirror* from the tax return in the office of the Collector of Internal Revenue. This would mean that the public is willing to pay about forty times as much for its theatrical amusement as it pays for its general purchases of books, and it might be deduced that, as the cost of amusements has gone up more rapidly than books, there is decided reason for believing that the public is ready to buy more books than before, even tho printing costs have sent their price to a higher level.

### *Stronger Publishers' Organization Urged in London*

Simultaneous with the quickening impulses in the American book-trade, come rumors from England that there, publishers are stirring in vague uneasiness, are looking about, comparing their own trade attitude, outlook and progress with those of other trade organizations and suggesting to each other co-operative improvement. The July number of *The Bookseller* says:

Some of the younger and more progressive of the London publishers are endeavoring to infuse a more vigorous and up-to-date spirit into the working of that rather slow-moving and conservative organization, the Publishers' Association. They have, so rumor says, been comparing the constitution and working of the Association with that of other representative trade organizations, not altogether to the advantage of that which meets in Stationers' Hall. Their investigations have led them to the conclusion that the present method of electing the Council does not always produce the best results, and that in the interests of the whole body of members it would be desirable if the rules were altered so that some of the older members retired by rotation in order to make possible the introduction of new men, and, no doubt, new methods into the main counsels of the Association. In particular, they think that the usefulness of the Association is very much hampered by the present understanding by which resolutions of the whole body are not necessarily binding on the whole. It has long been common knowledge that in matters where some definite action is overwhelmingly desirable, both in the interests of the publishers and of the booksellers, it has been impossible to obtain the unanimous agreement which, as things stand at present, seems to be indispensable. It is, no doubt, only natural that older and more established firms should prefer their own methods and traditions by which they have come to their present position. In consequence, they somewhat forget that conditions to-day for younger and more enterprising houses are very different to those suitable to a past generation. Indeed, it may be worth pointing out that in view of the modern trend of events it may very well be that more modern methods of dealing with important points of difference when they arise may be more generally advantageous than the older publishers are individually prepared to admit.

The Newberry Library, Chicago, has on exhibit an extensive collection of original drawings, illustrating the Indians of the West, of George Catlin, Karl Bodmer, Frank Blackwell Mayer, Abbé Emmanuel Domenech and Elbridge Ayer Burbank, from the Edward E. Ayer Collection in the Library.



## W. L. PHELPS PLEADS FOR A "BACK TO THE BOOK" MOVEMENT

*Do We Read Too Many Magazines?*

In a widely discussed article in the *New York Evening Post*, Professor William Lyon Phelps supplies much good ammunition for those who believe that the time has come for an increase in the reading of books in this country.

"Some years ago," says Prof. Phelps, "I became acquainted with a Virginia family whose manners and conversation exhibited so excellent a combination of dignity and charm that I was glad to hear they had been travelling extensively in Europe. I could not help thinking what splendid American advertisements—what ideal unofficial American ambassadors! I was particularly impressed by the sound culture of the two girls and their brother; for without a trace of pedantry or affectation they were at home in any society and at their ease in any conversation that turned on literature, art, music or international politics. I asked the father how it was possible to have children who really knew so many things for certain and yet remain both healthy and sensible. He said:

"One thing helps to account for it: since the day the eldest was born not a single magazine of any description has ever been allowed to enter my house. They were all brought up on good books in several languages and never wasted a moment on flashy periodicals."

"This conversation made a certain change—or perhaps I had better say a certain development—take place in my mind. A slumbering, hazy suspicion became a living conviction. If we could persuade more Americans to leave the magazines alone and to read good books we should have a better educated and therefore a more intelligent public. When I say leave the magazines alone it ought to be perfectly clear what I mean. There are periodicals published by learned societies, there are periodicals of a special and technical nature and there are serious reviews—which bear to the trivial weeklies inversely as the revue to the drama. It is necessary for the scholar, engineer or business man to keep abreast of the latest information in his subject; it is necessary for every one to read at times a good review. But it is easy to overemphasize the importance of even the better class magazine. Its very timeliness makes it become unimportant at a high rate of speed.

"Last month I read again Jowett's translation of Thucydides. Leaving out of the question the Greek historian's enormous superiority in style over our magazine articles on the recent war, I am willing to maintain that one can actually learn more about the recent war by reading Thucydides's account of the Athenian-Spartan conflict than he can by reading magazine articles about what happened in Europe between 1914 and 1918. I have no space here to prove what may seem a paradox; I merely recommend doubters to try it for themselves. One gain will come to you, anyhow: you will have read Thucydides.

"Every intelligent man, woman and child should read the newspapers; but no time should be wasted on them. I read local newspapers morning and evening in my own town and am a regular subscriber to morning and evening New York newspapers. I wish to know what is going on in my own city and in the world, and I read editorial comment because it is representative of the views of thousands of my countrymen.

"When I walk down the aisles of a crowded railway train and glance at the mental fodder provided in railway bookstalls I cannot help thinking that too much time is spent by Americans on periodicals that cater only to the taste for entertainment. Even from the purely physical point of view it is better on a train to read a book than a magazine. It is easier on the eyes and on the wrists. To hold one of these ponderous weeklies or monthlies, printed on shiny paper in small type on a page that seems to be especially designed for ideal awkwardness in shape; that bends and folds and twists in the hands; that requires a nose like a sleuth-hound's to track the story or article through the dense thicket of advertisements—one is physically exhausted at the end of the struggle. Whereas a good book, not too heavy in weight, with dull paper and large type seems particularly adapted for the needs of travellers.

"An immense amount of good, solid reading can be done in the course of railway travel. Instead of the common idea that an inane story is what one wants on a train, I believe the opposite. A train is just the place to accomplish some good reading, whether it be a worth-while novel or a historical, biographical or critical work. One is not interrupted by visitors or by the telephone; one can really concentrate one's attention.

"If our armies of suburbanites, if the hundreds and thousands of men and women who spend two hours a day on trains should deliberately set out to educate themselves by reading good books, by taking a regular course in English literature morning and evening, they would be surprised at the amount of pleasure coming to them every day, an increase in their permanent resources of happiness. But the bad habit of reading "snappy" stories and articles in popular magazines makes it, after long indulgence, almost impossible for them to enter upon any systematic course of reading, or, indeed, to read anything demanding the slightest intellectual effort. Mr. James Branch Cabell, in the introduction to 'The Certain Hour,' has drawn a not inaccurate picture of the kind of stuff gulped down daily by millions of Americans. It is a pity. Any tragedy is a pity that might so easily have been averted. The word 'snappy' has slain thousands of intellects. I remember reading the other day



how an enterprising publisher, feeling that there was a real demand for an interesting Life of Jesus Christ, commissioned a clever author to write one for him. After reading the manuscript the wise publisher said: 'No, this won't do; can't you write me a *snappy* Life of Christ?'

"It is often said that our best novelists, journalists, essayists and publicists write for the popular weeklies. Of course they do; they make their living by the pen and they must bring their product to the most favorable market. But avoiding the magazines does not mean that the reader will lose a single valuable result of the energy of these authors. It is a certainty that everything written by these contemporary masters of literature that has any permanent worth will eventually appear in book form. Trust their own ambition for that. Much better to wait for its appearance in a handsome dress. If it does not thus appear its failure to do so usually means that it is not worth reading at all, and thus the reader has gained by avoiding it.

"I am not attacking the editors or the publishers of our widely circulated periodicals. I have no doubt that they accomplish a vast amount of good by providing both entertainment and instruction for hordes of persons who never read books. It is far better to read magazines than not to read at all. It is far better for boys and girls to read Harold Bell Wright—that bugbear of public librarians—than not ever to know the delight of the printed page. But I have in mind those who might learn to love and to own books, those who might really educate themselves in standard and contemporary authors, those who might use instead of wasting their hours, those who might read to remember instead of reading to forget, those who might cultivate time instead of killing it.

"Nothing that one can say will do much good. The majority will prefer snappy stories to Stevenson, timely articles to those that are timeless, musical comedy to music or comedy, revues and passing shows to wholesome sport and honest laughter, silly gabble to stimulating conversation. But some day, when parents wake up and wonder why their sons and daughters are such pinheads and featherweights, it may dawn upon them that a little encouragement given in early youth toward good reading, a little family dinner conversation that did not exclusively concern itself with local gossip, motor cars, snappy stories and musical comedies might possibly have done something to avert intellectual bankruptcy."



THE BUSY BOOKSELLER OF THE SEINE EMBANKMENT. TAKEN BY VIRGINIA SMITH COWPER

### *Profit, Indeed!*

A circular on Spanish books and magazines just sent out to dealers reads: "Investment of \$50 produces a profit of 1760 %." This would indeed seem to indicate that the fountain of wealth had been discovered in the Spanish book field. In the details of the circular we discover that the Compania Hispano Americana, Inc., 156 West 14th Street, New York, offers to supply an assorted lot of Spanish novels and dictionaries—136 items altogether—at \$50. These have a retail price of \$83. If the dealer is completely sold out in a week he will make \$33.85, and by repeating this 52 weeks there is a total of \$1,760.20.

Splendid as this sounds, it would not in itself justify the estimate that there has been only 1760 per cent profit. There would be nearly 3500 per cent profit. All that is required is that this newcomer into the Spanish book field shall sell his *entire* stock *each* week and keep it up 52 weeks in the year. Few dealers have any profits approaching that figure from their markets that are already established, and a circular may get more trade than its establish-er's startling figures.

## IDEALS IN INK

(From Our London Correspondent)

This is the poignant title given to a series of interesting addresses which were arranged by the Rector of that old London Church, standing in a little quiet backwater off Bedford Street, St. Paul's, Covent Garden. Opposite the Church gates are the London offices of the Appletons and Putnams. The Rector, the Rev. the Hon. James Adderley, is a man with a big vision and a broad mind. He wrote "Stephen Remarx" many years ago, which startled men and women by reason of the great idea in it. It had a large sale, and there is a demand for it even in these latter days. Canon Adderley followed the Rev. H. Moss, who, while cheering and encouraging the men, women and children of the district, during one of the German air-raids on London—it was a particularly violent bombardment, and many were killed and maimed—was instantly killed.

These "Ideals in Ink" addresses were specially planned for writers, printers and publishers, and as the church is in the center of literary activities of all kinds, the scheme was a particularly appropriate one. It was also very thoughtful of Canon Adderley (whose new book, by the way, "Old Seed on New Ground" will soon be out) to have these talks delivered in the open air. The environment was delightful, inasmuch as the sun shone and gave every one contentment, and brought harmony to speaker and audience.

Canon Adderley gave the first address: "What are the Ideals in Ink?" The Rev. Basil Yeaxlee talked, as a writer, about "A Writer's Honor," and Mr. J. Edward Francis (late of *The Athenæum*), as a printer, spoke of "Printerdom and Christendom." But the address in which we are most interested, was that given by one of London's youngest, and most progressive publishers, Mr. Cecil Palmer. His subject was "Publishing To-day and To-morrow." Mr. Palmer is almost a great speaker. His thoughts are always lucidly expressed, and he generally has something pungent to say. There is no bending to the god of convention in him. He holds a view, and expresses it without fear or favor. But he is always courteous, and it is sometimes difficult to find an answer to his cogent and clear reasoning. A little while since he printed in the *Publishers' Circular* a series of fearless articles which caused a certain amount of fluttering—but few comments; which was a pity, as he raised a host of controversial matters, which were worth discussion, for they went to the basic conditions existing between publisher, bookseller, and even author. One of Mr. Palmer's strongest points as a public speaker is his capacity for keeping cool while he is delivering his speech. There is no mental panic. He would have interested Le Bon, and Gerald Stanley Lee would find him a study in psychology. The crowd of concentrated minds upon him, has no effect upon Mr. Palmer, and when one is listening to him, one is reminded of that early Victorian, who did so much for freedom

of speech, Charles Bradlaugh. Mr. Palmer dealt with all sides of present-day publishing, and what may be expected of it to-morrow, as the following curtailed report will show:

"I may mention that I decided on my title in a moment of enthusiasm, and on reflection I have come to the conclusion that I should more correctly have indicated the position if I had said—'Publishing To-day and—Perhaps!' I am inclined to think that when I have finished, some will consider that I have no ideals as a publisher, and that what I do say might more correctly be termed 'Barrabbas's Lament.' Candidly, I have very great doubts about the ideals in ink at the present moment. I think it is very much more correct and true to say that it is a bitter struggle for existence. I do suggest that the position is appalling. That, in fact, is the general outlook, and I go further, and say that at the present moment we are faced with the greatest crisis in books that any man or woman in this audience can possibly conceive. The situation to me is appalling. In effect, the war has created a harvest of potential readers, but peace has brought us an overwhelming poverty which denies the soul satisfaction. I am only too well aware that there are in this country at the present time tens of thousands of young men and women who, during the war, for all sorts of reasons, took up for the first time the serious reading of books. Now what is the position of publishing? It is very difficult for me as a publisher to say too much, and I fear I am in danger of saying too little. But, at least, I will say this in a general way, that you must attempt to remember some of the difficulties with which those engaged in book production, and book distribution, are confronted at this time. The price of the composition of a book at this moment, as compared with early 1914, is roughly—and in each case I underestimate—2½ times 1914 figures. The price of machining is 3 times; the price of binding is something between 3½ and 4 times, and the price of paper is certainly 5 times if not 6, and I have not added to that the extraordinary increase in the price of blocks. Now I say, quite seriously, that the publishers taken generally at this psychological moment, are not businessmen at all—they are philanthropists. Do you realize that the economic price of a 5/-1914 book at this moment is 17/6d? I venture to suggest that if what I have said is true—and I think it is—that the position is bad for authors, it is bad for publishers, it is bad for booksellers, it is bad for the trade, it is bad for education, and it is lamentably bad for the future of the world.

"A good deal has been said, and very much more written, about the problem of the young author. In a general way, I agree that the prospects of his career are anything but satisfactory or hopeful. Some of the difficulties of the young author are brought very much upon himself, he creates a good deal of his own trouble. He has not got what I should term,



from the publishing point of view, from the reading public's point of view, the right perspective. Then the young poet-author is in too much of a hurry. He wants, literally, to stand on a pedestal as high as Nelson's Monument five minutes after he has fallen out of the cradle. In other words, he seems to me to be like a vocalist who wants to sing in opera before he can sing in tune.

"I had better leave the young poet, and now come to the reviewers. With many—I am saying this very seriously—honorable exceptions, my contention is that reviewers shirk their job. It seems to me that some reviewers cannot read, and that other reviewers cannot write. There is far too much log-rolling going on at the present time, and I regret to have to admit it. For the main part, it is due entirely to the young author who is in too much of a hurry. Unfortunately, reviews, to some extent, are determined by advertising. Now that, in my opinion, is a very serious obstacle to the general public's obtaining any correct idea as to what is and what is not a really good book and a book they should read.

"Now I think I ought to say a word or two about publishers. I am going to say that they deserve your sympathy. They are surrounded by enemies. The author blames him for not selling his book. Honestly, the attitude of many authors to the publisher is that a publisher exists to produce books, and then keep them. And how many realize the amount of time, the amount of patience, and the amount of capital that is involved in the publishing business? Ninety-five per cent of the manuscripts submitted to me are of no value to me. The publisher is a born gambler; he backs men, he backs women.

"The first ideal is that we should have a closer relationship between the author and the publisher. I am one of those who believe and hope and wish that the relationship between the author and the publisher should be rather more on the basis of 1820 than 1920.

"Another ideal is honest reviewing. We do not want so much of this fulsome praise, and we do want men to hit out and say that books are bad, and why they are bad; and we want people equally well to advise the public conscientiously, honestly and intelligently, as to what books are good.

"Another ideal is co-operation between the publisher and the bookseller. I have not been able to understand why publishers and booksellers should be considered natural enemies; it passes my comprehension. It seems to me that if we are to have any ideals at all there must be co-operation between booksellers, publishers and authors. One word to the booksellers. They have got to wake up, too. We want attractive bookshops. We want intelligent and well-paid assistants.

"Another ideal is that we want good production, printing and binding and paper. And a word about the colored jacket in that connection. If you pass an ordinary railway bookstall, it is nerve-distracting to

see these jackets or colored wrappers, it is as nerve-distracting as a jazz band. We want good drawing and color. The jacket, if it is to fulfil its purpose, must be a work of art, a poster, something that attracts, and which will create a desire to read the book itself.

"And then we must not leave out the Public Libraries. The Public Libraries, with ideals, should do much more than they do at present to guide the public as to the right kind of book to read.

"The thing that strikes me always is this, that if you find people who will pay 12/6 for a stall seat at a third-rate opera for two hours' pleasure, surely it is not impossible to find a public that will appreciate for a few shillings a good book which will give them a lifetime's pleasure?"

### *Competing for the Book-Trade Vote*

While the book-trade is few in number, there has always been a decided tendency among Presidential figures to take good care that this vote is fully satisfied. The Presidents who have been known as book readers and good advertisers of books have been not only popular with publishers and booksellers, but have proved popular with the country, at large. Undoubtedly Roosevelt was the best of all book advertisers, and there has been really no one else who has reached his efficiency in this respect, altho Wilson has several times come forward with good suggestions. There has been a little criticism in the trade that his last piece of published enthusiasm should have been over a magazine article instead of recommending something at least as important as a full set.

So far, Mr. Harding has not given out any intimation of what he can do for the cause of reading, but in the first interview published in the *New York Times* with Cox there is a very definite suggestion that this candidate has the book-trade in mind. To quote Mr. Crawford's interview:

I assured him first that he had not kept me waiting and secondly that it didn't matter if he had, because I had passed the time pleasantly looking over his well-filled shelves, and assured him that his books seemed particularly well selected. This pleased him very much. He is proud of his books. In fact, he is proud of his home and his wife and baby and his other children. He called my attention to his pet books, going from shelf to shelf.

His eyes lighted up as he picked up a book. "Say, ain't that a beauty, and this! I've got a lot of these rare old books, biographies of men now forgotten, but who loomed big in their day. I read them all. I would rather know what men did before me than have any other kind of information."

It may be that later the candidates will give more definite information that will enable the book-trade to place their vote where it will do the most good.





THE BOOK CARAVAN AS IT TOURS CAPE COD

*At some central village green, announced well in advance, the Caravan draws up, opens its door, lets down the awning, sets out folding tables and chairs and is ready for business.*

### ***Books and Movies***

It takes something decidedly dramatic to catch the interest of the movie men who supply the news films for the vast number of audiences that gather in all parts of the country each twenty-four hours. In the Book Caravan touring New England under the auspices of the Women's Educational and Industrial Union, there seems to have been found something unusual enough to catch the interest of these producers, and last week four of the different companies sent cameras to Falmouth, Massachusetts, to take pictures of the Caravan in action. This means that in practically every theater in the country during the present week there has been a pic-

ture of the Caravan with Miss Mary Frank and Miss Genevieve Washburn in charge, and children and Cape Coders gathered round.

Mr. Joseph Anthony, manager for the National Co-operative Book Campaign, went to Falmouth to arrange with the Caravan for the pictures, and Henry Irving Dodge was persuaded to take part in the performance. The Caravan drivers may have found that the film people want more dramatic action in their productions than ordinarily takes place, even in the exciting work of selling books from a caravan, but the little drama that was staged with a background of children and the seashore will probably carry to many the stimulating idea of how interesting the selling of books can be.

## The Effect of Increasing Railway Charges

No industry or retail business is exempt from the effect of the new railroad rates that must shortly go into effect. On July 20th, the Labor Board announced increases in wages to railway workers that will total for the railroads of the country about \$600,000,000. Besides this, there is a sum of \$1,017,000,000 which has been previously asked for by the railroads to cover other increases in operating expenses.

If the increases to cover this total are placed in the freight alone, there would have to be advances in rates of about 44 per cent. Up to this time it has been the suggestion that all of this increased cost should be borne by freight rather than by passenger fare, but it may now prove necessary to divide this between two. It is suggested by some that a  $3\frac{1}{2}$  cent a mile rate in the East and 4 cents in the West would bring in a sum of \$300,000,000 toward this amount and make it possible to keep the freight increases down somewhat. Shippers are protesting emphatically against freight increases that shall place such a burden upon them.

To publishers, the increase in freight means increased costs in supplies, increases in getting books from distant manufacturing points and increases in passenger fares will mean a further increase in the travelers' costs in connection with selling thruout the country. This will mean a careful going over of selling plans, in order that there be no wastage. Retailers will be able to help the situation at this point by taking special care that travelers are given prompt attention, in order that no time shall be wasted, and the necessity of second calls be eliminated.

Retailers more than publishers will feel the increases in freight, which will, of course, mean similar increases in goods coming by express. An increase of something like 40 per cent in these delivery costs will add a very appreciable amount to the cost of the book when it arrives on the counters ready for sale, increases varying probably from  $\frac{1}{2}$  up to 4 cents for a book.

It is the accepted and correct practice in retail business, to so keep the accounts that all freight and express on goods received shall be added to the cost of the books and not considered as expense. Mistakes in handling this point carefully have caused considerable confusion in interpreting the figures of retail stores. Currently quoted percentages representing the cost of doing business do not include freight and express costs. The retailer may be receiving an average margin of 35 per cent and reckon his cost of doing business at 30 per cent but he still has the freight and delivery charge of perhaps 2 per cent to take care of, which leaves him a margin of 3 per cent profit. Increases in freight charges will affect the bookkeeping at this point, and retailers thruout the country will be carefully watching the effect of these increases.

Merchants who handle material which has no fixed price are better able to take care of the increased freight costs. It is customary in large stores to take the price of merchandise, add the freight and then add to this the accepted percentage of mark-up expected in that department, in order to fix the retail price. As the freightage increases, this is automatically taken care of, and the prices of every other merchant in the town are feeling the same increase.

In the case of items such as books that have a fixed retail price, increases must be taken care of out of the retailer's gross margin already existing, and this problem is far more difficult, and must, for that reason, be given more attention by store managers. Dealers from the mountains to the Pacific will be especially affected, as the rates there are already a heavy charge against the selling margin.

## The New Freight Rate

Allowing 60 packed books to a hundred pounds in miscellaneous shipments, the following table shows the increased freight charge per book, from New York to representative cities, on the basis of a forty per cent increase:

City.	Present Rate per 100 lb.	Present Rate per book.	Increase per book.
Boston .....	\$.53	\$.009	\$.003
Omaha .....	2.005	.033	.013
Pittsburg .....	.675	.011	.005
Washington, D.C. ....	.555	.009	.004
New Orleans ..	1.54	.025	.01
San Francisco .	3.12	.05	.02
St. Paul .....	1.625	.03	.01
Denver .....	3.34	.055	.02
Chicago .....	1.125	.02	.008

## Books in Demand at the Library

The Bookman record shows that the following were the most popular books at the public libraries during the month of June:

### FICTION

1. The Man of the Forest, Zane Grey. *Harper.*
2. The Portygee, Joseph C. Lincoln. *Appleton.*
3. The Great Impersonation, by E. Phillips Oppenheim. *Little, Brown.*
4. Mary Marie, by Eleanor H. Porter. *Houghton.*
5. Red and Black, by Grace S. Richmond. *Doubleday.*
6. The Great Desire, by Alexander Black. *Harper.*

### GENERAL

1. White Shadows in the South Seas, by Frederick J. O'Brien. *Century.*
2. Now It Can Be Told, by Philip Gibbs. *Harper.*
3. The Economic Consequences of the Peace, by John Maynard Keynes. *Harcourt.*
4. The Education of Henry Adams, by Henry Adams. *Houghton.*
5. Theodore Roosevelt's Letters to His Children, by Joseph Bucklin Bishop. *Scribner.*
6. An American Idyll, by Cornelia S. Parker. *Atlantic.*



## "The Canadian Bookman" on Copyright

The July issue of the *Canadian Bookman* carries a long and feeling editorial on the copyright relations between the United States and Canada. The editor would warn Canada away from the path of America's bad example, and prevent the enactment of a retaliatory measure which would only make a bad matter worse. The editorial says, in part:

"The 1920 session of Parliament has seen another effort for the enactment of a more modern and scientific copyright law in the Dominion of Canada, coupled as before with an effort to secure retaliatory legislation against the United States and insure for Canadian printers the business of printing books of American origin so long as the United States insists upon the American printing of books of Canadian origin as a condition of copyright.

"The modernization of the Canadian copyright law is a matter of general public interest, on which no private commercial interest is very deeply involved. The retaliation measure, altho represented as a matter of public interest, is really being advocated almost entirely on account of the large private commercial interests which would be benefited by its enactment. If there was any reason to suppose that such a manufacturing clause or regulation would induce the United States to abandon its own manufacture requirements, we might be willing to tolerate the evils that would ensue between the time of the adoption of such legislation in Canada and the conversion of the United States—which would of course make the continuance of our own manufacture legislation unnecessary or even impossible. But there is not the slightest prospect that the exclusion of American-manufactured books from the enjoyment of Canadian copyright would have the slightest effect towards inducing the United States to do what their own sense of decency has not induced them to do. Those who describe such legislation as a weapon for bringing the United States to terms are not properly considering their metaphor. If it is a weapon, it is one which is too heavy for the bearer to wield without discomfort, and too short to inflict the slightest damage upon the adversary.

"As the proposed manufacture requirement would have no effect whatever upon the United States (except to cause the exclusion of Canadian authors from American copyright), it remains to consider what would be the domestic effect in Canada. That it would materially increase the amount of printing done in the Dominion of Canada appears very probable. We are unable to regard such a result as an unmitigated benefit. If it were an unmitigated benefit, it could easily be attained—and at little more cost to the community—by imposing a 100 per cent duty or a total prohibition upon the importation of all printed matter. If the mere printing of anything in Canada is de-

sirable in itself without regard to any other considerations, then we might reasonably lay down the principle that everything that a Canadian reads should be printed in this country. We might insist that not only books but magazines of foreign manufacture be debarred from Canada. We might compel the *Saturday Evening Post* and *John Bull* to produce a Canadian edition, printed in this country, or to do without any Canadian readers. The plain fact is that the printing industry in Canada is already pretty large in proportion to the population, and is in an extremely flourishing condition, and we should count the cost very carefully before taking any steps to give it further artificial stimulus."

## RECORD OF AMERICAN BOOK PRODUCTION, JULY, 1920\*

INTERNATIONAL CLASSIFICATION	New Publications		English and Other Foreign Authors				Total
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	
Philosophy .....	11	4	6	15	2	4	21
Religion .....	31	5	1	32	0	5	37
Sociology, Economics ..	33	9	43	76	0	9	85
Law .....	3	3	1	7	0	0	7
Education .....	12	1	9	21	0	1	22
Philology .....	10	4	12	7	11	8	26
Science .....	10	12	33	49	0	6	55
Technology .....	40	20	34	91	0	3	94
Medicine, Hygiene ....	10	7	11	23	0	5	28
Agriculture .....	7	2	26	35	0	0	35
Domestic Economy ....	3	1	0	3	0	1	4
Business .....	8	3	7	18	0	0	18
Fine Arts .....	6	0	1	5	0	2	7
Music .....	3	2	2	7	0	0	7
Games, Amusements ..	4	0	1	4	1	0	5
General Literature .....	27	7	4	29	3	6	38
Poetry and Drama ....	28	4	8	38	0	2	40
Fiction .....	49	23	0	56	12	4	72
Juvenile Books .....	39	10	0	48	1	0	49
History .....	51	3	8	40	2	20	62
Geography, Travel .....	9	8	2	14	0	5	19
Biography, Genealogy ..	17	4	1	14	2	6	22
General Works .....	1	1	0	2	0	0	2
Total .....	412	133	210	634	34	87	755

\* In July, 1919, 486 new books and 41 new editions, including pamphlets, were recorded.

A NEW NOVEL by Hugh Walpole is down for autumn publication by George H. Doran Company. It is to be called "The Captives," a novel of London life and coming as it does on the heels of "Jeremy" is a confirmation of Walpole's return to the life and manners of his own people for the abiding materials of his art. It is said that certain characters in "The Green Mirror" reappear in the new novel.



## An Uncorrected Galley

### ON BOOK SHOPS

Old gentlemen write papers frantic  
Elsewhere, but first to the *Atlantic*,  
Wishing for book shops more romantic,  
And clerks with better groundings.  
Old gentlemen with strong opinions  
Condemn the clerks for loutish minions  
In unrefined surroundings.  
Old gentlemen want comfy chairs  
And clerks with deferential airs  
To chat on first editions,  
Who, while the orange pekoe brews  
Impart the literary news  
And critical positions.

I'd like the same, and more than that,  
I wish my butcher cared to chat  
On how his beef was raised,  
To sketch for me that scenery.  
Those buttercups and greenery  
Where stately cattle grazed,  
But things cannot be otherwise  
While merchandise is merchandise  
And clerks draw thirty per.  
So when I find my folio  
Is slung at me like oleo  
I never dare demur.

KEITH PRESTON in the *Chicago Daily News*.

Only the philatelists will find any pleasure  
in noticing that the mail that used to come  
from England with a 2d. stamp now bears a  
4d. issue of new design.

"A good many salesmen act," says *Life*,  
"as if they didn't think much of their pros-  
pects."

A bookshop clerk was approached by a  
rather diffident man who asked for a copy of  
"Pollyanna," says the *New York Evening Post*.

"I am sorry, but there isn't a copy in the  
store," said the clerk.

"What—not a copy of that much-talked-of  
book? Everybody wants to see it now!" And  
then he leaned over and whispered, "It is  
quite all right, you know—the court has re-  
leased the book."

After a moment light came to the astounded  
clerk.

"Aren't you thinking of 'Madeleine'?" she  
asked.

A radical is, after all, only a man who has  
done some reading outside of his father's li-  
brary.—*Life*.

## Thousands at Summer Study

The Chautauqua courses may have an at-  
tendance of nearly eight thousand students, ac-  
cording to the latest report sent out by Ed-  
ward N. Teall, manager of the book and pub-  
licity aspects of Chautauqua. This will make  
it Chautauqua's biggest year, and all the lec-  
tures and assemblies are receiving great at-  
tendance. Jesse Baxter is the manager of the  
Bookstore. Its activities this year are being  
augmented by a special Literary Supplement to  
the *Chautauqua Daily*.

It is interesting to know that managers of  
this great enterprise have taken new interest  
in the promoting of general book reading and  
in the encouragement of the book buying habit.  
It means that they understand that the buying  
and reading of books will not divert their  
students from the special courses they are  
there to undertake, and that it may send hun-  
dreds of people back to their different com-  
munities imbued with the book idea. As the  
store has over fifty thousand books in stock,  
it can give a book buyer a good insight into  
what the book buying habit can mean.

## Record of Best Sellers during June

The following is a list of best sellers during  
June as given in the special reports from 55  
booksellers in 46 cities of the United States,  
listed in the August issue of *Books of the Month*:

### FICTION

1. *Mary Marie*, by Eleanor H. Porter. *Houghton*.
2. *Kindred of the Dust*, by Peter B. Kyne. *Cosmopolitan*.
3. *The Portygee*, by Joseph C. Lincoln. *Appleton*.
4. *The Man of the Forest*, by Zane Grey. *Harper*.
5. *The Rescue*, by Joseph Conrad. *Doubleday*.
6. *Woman Triumphant*, by Vicente Blasco Ibañez. *Dutton*.
7. *Tarzan, the Untamed*, by Edgar Rice Burroughs. *McClurg*.
8. *Black Sheep! Black Sheep!* by Meredith Nicholson. *Scribner*.
9. *A Man for the Ages*, by Irving Bacheller. *Bobbs-Merrill*.
10. *Affinities*, by Mary Roberts Rinehart. *Doran*.

### GENERAL

1. *Now It Can Be Told*, by Philip Gibbs. *Harper*.
2. *Economic Consequences of the Peace*, by John Maynard Keynes. *Harcourt*.
3. *White Shadows in the South Seas*, by Frederick O'Brien. *Century*.
4. *Letters of Travel*, by Rudyard Kipling. *Doubleday*.
5. *Inside Story of the Peace Conference*, by Edward J. Dillon. *Harper*.
6. *Roosevelt's Letters*. *Scribner*.

## The Demand for Cheap Reading

*Can Publishers Find a Way to Meet It?*

"Few of the hardships entailed by the general rise of prices have been so acutely felt as the dearness of books and periodicals," says the *Springfield Republican* in a leading editorial, "for the reason that these are both the luxury and the working equipment of a class of people which has had no corresponding inflation of incomes. Many suggestions are being made for cutting down the manufacturing cost and retail price, and a recent proposal, with special reference to current fiction, is the adoption of the European plan of issuing new books in paper covers."

"It is doubtful, however, whether this would give any substantial relief. The European plan serves economy less than taste, for it leaves book lovers free to have their books bound as they like; before the war it could be done exquisitely in Paris, Milan, or any of half a dozen German cities for a price which amazed Americans, but under present conditions this plan would be an unwarranted extravagance. In the case of ephemeral books which are not worth preserving the elimination of the cloth binding would reduce cost somewhat, yet less than is commonly supposed; on expert estimates the saving at 10 cents, as prices now run, or perhaps 30 cents in the retail price of a \$2 book. It is questionable whether most purchasers would care to pay \$1.70 or more for a novel in paper covers."

"Yet undoubtedly there is a large demand for books at low prices, and it is possible that the general increase of costs may lead to a sharper differentiation between cheap editions and those of standard quality than has been the rule. In the period of cheap paper, increasing mechanical efficiency, and the steady growth of the reading habit which preceded the war, there was little need of economics of this sort. Satirists described some of the earlier 'best sellers' as 'dime novels de luxe,' and indeed much trivial fiction got itself printed with all the airs of literature. Yet before that prosperous era there was a time when the public absorbed vast quantities of 'pirated' fiction from abroad in cheap paper-covered editions which cluttered up the book-stores and news-stands and often sold for 10 cents or less."

"For the piracy there is nothing good to be said; it was an immorality well got rid of by the development of international copyright. Yet the demand for cheap reading persists, and the 'cheap and nasty' book of the book-trade's bolshevik days may perhaps give a hint for the reduction of manufacturing costs in the case of books which can reach a great public in a cheap edition, but not at \$2 a copy. It is a nice question, of course, to what extent cheap editions can be put out without interfering with the sales of the standard books of commerce, and some experimentation might be needed. Yet with prices steadily going up the book-trade is being obliged to meet new kinds of competition, including the motor craze, which is dangerous because it is costly, and the

'movie' craze, which is dangerous because it is cheap. The question of providing cheap editions of current books will increasingly demand consideration."

## In Favor of Maintained Prices

A most interesting report comes to this country from London thru the correspondent of *Printers' Ink*. The question of the cost of merchandise has been as much to the front there as here, and the government has been investigating in various directions.

A short time ago Selfridge & Co. advertised that they would give 10 per cent discount on all merchandise and 5 per cent on groceries. It was announced, however, in the advertisements that certain proprietary articles would be excepted from these cuts. They charged full prices for these, as has been the case with all retailers from first to last. This price protection policy was questioned in Parliament, and a committee appointed to inquire into the extent to which the principle of the fixing of minimum retail prices by manufacturers or associations prevailed and what the results were, whether in the interest of the public or otherwise.

The committee reported that protection prevents profiteering and retail witnesses informed it that there is more profit on unbranded goods, which anyone can cut as he pleases, than on proprietaries which cannot be retailed below fixed prices. The committee reported:

"The opinion of the retailers, whose evidence we have taken, was generally to the effect that the margin of profit on goods for which retail prices are fixed is not so large as that which they would, on the average, obtain for uncontrolled goods. It is, we submit, clear that a manufacturer of a proprietary article, in fixing a margin of profit to the retailer, must determine a rate which (1) will afford the retailer a sufficient inducement to stock and push the sale of his product on a sound basis of trading, and (2) will not be so high as to deter the public from purchasing, or to induce them to look out for a substitute which will equally serve the purpose at a lower price. We are satisfied that these considerations will effectively check any tendency to profiteering on the part of the retailers in the case of such proprietary goods."

This is a victory for controlled prices.

## The "Everyman Library" Increased in Price

The continually increasing costs of productions are responsible for the new prices of the indispensable *Everyman Library*, says the *Publishers' Circular*. Messrs. J. M. Dent & Sons announce that they have been compelled to advance the prices of these volumes on and from July 1st. The cloth-bound copies are now 2s. 6d. net each and the Library Binding Cloth 3s. 6d. net.



### Approaching the Department Store

The series of advertisements and special articles on bookselling in the department store that are appearing in the *Dry Goods Economist* has brought forward in the July 17th issue an interesting page advertisement headed "WILL YOU UNLEASH THE POWER OF BOOKS IN YOUR STORE?" "Books as a selling power can be made as dynamite, as untiring, as inexhaustible as Niagara. The substance of books—human thought at high tension—is the greatest force civilization knows. Release this energy in your store, direct it so that it will work for you in its irresistible way, and you have discovered an infallible password to prosperity. Books properly handled will bring a flood of custom that later streams to other departments. Profits in books are multiplied by the encouragement they give, the advertising they create for every phase of your business. There never was a better time to start a book department than now. The leading publishers of America have determined to extract guesswork from book departments." The advertisement gives, as before, the names of the twenty-five publishers supporting the movement.

In the text of the magazine is an interesting article based on an interview with Miss L. Duzan, the energetic head of the book department at Miller & Rhoads, at Richmond, Va. Miss Duzan tells of the great pains taken to train her salesmen to a full knowledge of books. One method is to issue from time to time question sheets in regard to national problems in regard to which books are being carried in stock. "The salespeople," said Miss Duzan, "employed in a book department should have more than an ordinary education, where they are dealing with big educational factors, and unless they have studied those, they will be unable to properly appreciate the merchandise they are selling."

### English Authors and American Taxes

The English author has for sometime been complaining of the impact of American income taxes, and in the English journal, *The Author*, an interesting case is instanced to show the various changes the author's remittance went thru between the time the price had been agreed upon and the time it was received by him.

This author sold an article for \$3,000—this, under ordinary exchange rates, would be about £600—but at the time of the transaction he gained nearly \$1,000 by exchange, making it £801. From this he paid an 8 per cent U. S. income tax of £64; he then paid a 10 per cent fee to his American agent of £73; then he paid a British tax of 3s. 9d. to the pound, a total of £124, and finally receives £538.

It will be seen by this that altho he has been taxed a total of £188, he received over £200 benefit from the exchange, and he therefore has only the usual deduction to make for his fee.

### In the Days of Indestructible Paper

It is the common understanding among the book-minded that in the last thirty years paper used in books has been perishable, but that in the good old days all paper was practically indestructible. It is somewhat of a shock, then, when one finds in an English newspaper a description of some of the notable books of the British Museum which have been put on special exhibit in honor of the visit to London of some American professors of English. We read in connection with some of the Shakespeare quartos that "These thin books were put together by the printer and publisher to be sold at fourpence, sixpence or a shilling apiece, and were printed on paper which exposure to bright sunlight gradually turns to the color of coffee."

Apparently it is not only in the seventeenth century that such things happen, as we read further on in the account: "With the Restoration we pass into a period in which the great collectors have taken less interest than in the earlier books, and there is rather a noticeable falling off in the state of the Museum copies. This is partly due, no doubt, to the paper on which they were printed." The exhibit does not carry its comment into the nineteenth century paper, but many book lovers will regret to have their opinion of the perfection of earlier books shaken by this report.

### The Atlantic's Bookshelf

The "Bookshelf" in the August *Atlantic Monthly* is given over to reviews of the following books of merit:

1. Life of Lord Kitchener, by Sir George Arthur. *Macmillan*.
2. Letters of Travel, by Rudyard Kipling. *Doubleday*.
3. White Shadows in the South Seas, by Frederick O'Brien. *Doubleday*.
4. Lancelot, a Poem, by Edwin Arlington Robinson. *Seltzer*.
5. The Foolish Lovers, by St. John Ervine. *Macmillan*.
6. Mrs. Warren's Daughter, by Sir Harry Johnston. *Macmillan*.
7. Social Theory, by G. D. H. Cole. *Stokes*.

### "Life's" Choice

The book department of *Life* carries a booklist under the heading of "The Best Six Current Books." The selection is the judgment of the editor and not the result of any consensus of opinion, either of bookstores or libraries. In the July selection there are listed Conrad's "The Rescue"; Bojer's "The Power of a Lie"; Day's "This Simian World"; Brooks' "The Ordeal of Mark Twain"; Hayes' "A Brief History of the Great War" and Robinson's "Lancelot."



## Are Canadians Readers?

J. E. Middleton, in a recent number of the *Canadian Bookman*, says to his fellow countrymen, in an article called, "Scotland and Canada." "Perhaps it is not unjust to say that we are not a reading people." This challenge ought to inspire the Canadian bookseller to join the "More Readers" crusade, which is now inspiring his American cousin. Mr. Middleton's article is a comparison of the relations of Canada to the United States and of Scotland to England. He says:

"A perpetual excuse for the slow growth of Canadian literature and for the lack of writers of international reputation is found in our geographical position. Men say that the United States naturally must overshadow Canada, that our novelists, poets and historians cannot hope to compete against the writers culled from the population of 100,000,000 people.

"The geographical position of Canada is similar to that of Scotland. Edinburgh is to London as Ottawa or Montreal or Toronto is to New York. Yet Edinburgh became a center of literary culture. It is true that James Boswell and many other Scottish writers went to London to find fame and others are still going. But some stayed at home. Three of them, Horner, Jeffrey and Sydney Smith started the *Edinburgh Review*. Long before that virile periodical began its course there were critics north of the Tweed and their writings bit hard into the integument of southern writers.

"Always, it seemed, Scotland was able to stand on its own literary legs, despite the fact that the population was small, that the Highlanders spoke no English, that England was populous and wealthy, and that Oxford and Cambridge had an ancient tradition and a stimulating atmosphere which Edinburgh could never hope to match. Yet Edinburgh won the nickname of The Modern Athens because of its learned men and its development of powerful and original thinkers. The greatest romance writer of the early Nineteenth Century was a Scot—with an extra "t." One of the most eminent romanticists of the present day is J. M. Barrie, a Scot transplanted to London, but with a thistle still in his bonnet.

"What has made Scotland a continuing power in literature, tho it has only one-tenth the population of its rich neighbor? Nothing else but the passion of the people for learning. An army of plough-boys, poor but determined, marched to the University every year. The lad who had it in him to study got every encouragement from his parents, his dour old teacher and the parish minister. If Scotland has made a noise in the world—other than the bag-pipes—the cause may be here.

"Before Canada can produce brilliant historians and critics, great poets, or leaders in the international field of thought, it is necessary for Canadians to be more considerate of learning and more eager to read. Before a novelist or dramatist of commanding stature can appear there must be a wide circle of cultured

people who look at a novel as something more than a pastime or an entertainment. Intense diligence and initiative appear in Canadian business life. Prosperity is likely to continue for that cause. We have not yet learned that real enjoyment can be found in a picture gallery, a library or a concert hall. We are pursued by a fear of being bored. Yet if we were brave enough to 'take a chance' we would be astonished at the infrequency of our yawning.

"Perhaps it is not unjust to say that we are not a reading people. In that respect at least Canada differs from Scotland. Yet reading must be the foundation of culture, and culture is the soul of national greatness. Is there any reason why the young folk of today should be turned out of school in blank ignorance of the spirit of architecture, the aims of painting, and the reason for the existence of music? They get some smattering of English literature but do they know why an author writes poetry instead of prose?

"Canadians are captivated by utility. We want useful courses in school, courses which will help boys and girls to put money in their purses. Is it not time to begin teaching them how to get a sense of beauty and a feeling for culture in their souls?"

## Will Use Grass to Make Paper

The Leesburg, Fla., *Commercial* reports that E. R. Lacey, after four years of experimenting, has succeeded in making newsprint paper from native Florida saw grass. A company is being organized under the name of the Grass Fiber Pulp & Paper Corporation, and the promoters are planning to establish the initial saw grass pulp mill in Florida within four months. It is also planned to build, altogether, ten mills in various parts of the States. There are millions of acres of saw grass in Florida, and it is reported that the company has enough raw material under its control to run many mills the size of the ten contemplated.

In Texas a venture of a somewhat similar nature is under way, says *Printer's Ink*. J. Y. Webb and his associates of Dallas, Tex., are said to be promoting the organization of a company with a proposed capitalization of \$1,000,000 to be known as the Trinity Paper Mills. This organization proposes to make paper from cotton linters and it is planned to have the mills ready in ten months, producing twenty tons of paper a day at the start.

## A Correction

In the article on the "Co-operative Circulating Library" in the *PUBLISHERS' WEEKLY* of July 31, the name of P. J. Sefranka was inadvertently given as manager of the book department at the "Grand Leader" in St. Louis, instead of that of E. I. Hyke, who is so well-known in the central West and beyond. The former needs no undeserved credit for alertness as a wide-awake bookman, while the latter, we hope, will accept our apologies for the transparent error.

## AMONG THE PUBLISHERS

BEFORE Vachel Lindsay sails for England the middle of this month, he plans to put the finishing touches to his new book, "The Golden Book of Springfield" which Macmillan will publish in September.

A NEW COLLECTION of poems by Robert Bridges, the Poet Laureate of England, to be called "October" is promised for early publication by Alfred A. Knopf.

THE HOUSE of Cassell, London, will publish, September 2, a one volume Readers' Edition of H. G. Wells's "The Outline of History," which has been coming out in parts. Macmillan will publish "The Outline of History" in two volumes in this country the latter part of September.

THE THIRD VOLUME in Emma Speed Sampson's popular "Miss Minerva's" series will come from the Reilly and Lee presses, September 1, and "Miss Minerva's Baby" will soon be as well loved as Billy and the Major and Miss Minerva herself. The book has plentiful illustrations by William Donahey.

DUFFIELD AND Co. have published this week the second volume in *The Interpreter's Series* (in which "Czechoslovak Stories" has already been published). It is called "Modern Greek Stories," and is a group of eight stories by modern Greek authors interpreting Greece and Greek life to-day. The translations are by Demetra Vaka and Aristides Phourides.

THE FIRST OF the 1921 volumes of the Automobile Blue Books—Volume 6, which covers the South—goes to press August 14, and will be ready the last of October. It will be right up to date, with new maps and several new features. The publishers say that they are paying 165% more for paper this year, 50% more for binding, 35% more for press work, and general costs have just about doubled and to offset these increases, it has been necessary to increase the retail price 33 1/3%.

THE BRANN PUBLISHERS, Inc., announce that they have just closed arrangements with the Ingersoll Estate, whereby they will be enabled to publish the complete writings of Col. Robert G. Ingersoll. The twelve volumes will be called the "New Dresden Edition," and will be ready about November 1. The Brann Publishers also announce that the first edition of the complete writings of "Brann the Iconoclast" being exhausted, the second edition of 6000 sets is just off the press.

HENRY HOLT AND Co. published this week an imported novel that should prove interesting, "True Love," the work of Allan Monkhouse, the literary editor of the *Manchester Guardian*.

FOR TWO YEARS the bookseller has had no new novel on his counter to satisfy the demand of Henry Kitchell Webster's admirers. His publishers, Bobbs-Merrill, announce that "Mary Wollaston" will be ready soon after the first of September.

THE MACMILLAN Co. announces that to supplement "Who's Who" there has just been published "Who Was Who," containing the biographies of those leading men and women who have died during the years 1897-1916. The edition, which has been brought out in England, is limited and will not be reprinted.

THERE HAS BEEN so great a demand for "Jimmy" Barnes' "Picture Analysis of Golf Strokes" (Lippincott) that the third edition is exhausted and a fourth is now in press. This proves that Mr. Barnes' method of teaching the game by pictures is almost as popular as the game itself.

ONE OF THE Century Company's interesting fall juveniles is "Travel Stories—Retold from St. Nicholas." It contains the cream of the stories of strange places which have appeared from time to time in the pages of that favorite periodical. Great care has been taken to make the information in the stories accurate as well as attractive.

DOUGLAS NEWTON, special correspondent, travelling with the Prince of Wales during his trip to America, has written a book on Prince Edward's sightseeing experiences. The book was published last week by D. Appleton and Company, and will be called "Westward With the Prince of Wales." It follows out the Prince's suggestion to "make it humorous."

ALICE HEGAN RICE, the creator of the celebrated "Mrs. Wiggs" and Cale Young Rice, her husband and author of "Shadowy Thresholds" and other books of poetry, have heretofore gone along their individual literary ways in separate books; but a forthcoming volume has the names of both on its title page. It is called "Turn About Tales" (Century), and is made up of ten stories, five by Mrs. Rice and five by Mr. Rice, each author alternating with a story.



## CHANGES IN PRICE

FREDERICK A. STOKES CO.

Nitchie, Lip Reading, \$2.50.

### Obituary Notes

G. D. NIERMANS, of the firm of Burgersdijk & Niermans, Leyden, Holland, died in that city a month ago. His firm, as dealers in rare items and auctioneers, is widely known to collectors thruout the world. The business will be conducted by the widow of the senior member of the firm who died some years ago.

FREDERICK STURGES ALLEN, one of the leading American lexicographers and editor of Webster's New International Dictionary, died in his home in Springfield, Mass., August 8, after several month's illness. He was born in Norwalk, October 1, 1861.

He was graduated from Yale University in 1884 and shortly afterward became connected with the editorial staff of G. and C. Merriam Company of this city, publishers of Webster's dictionary. Six years later he entered Yale Law School and after graduation was connected for several years with the law firm of Holden and Allen of New York.

He returned to the Merriam Company twelve or fifteen years ago and directed the work of getting out the New International, the latest edition of Webster's. He was also author of "The Principles of Spelling Reform" 1907; "Dictionary of Synonyms and Antonyms" 1920; "The Art of Punctuation" 1920.

### Bookselling at Night

The discussion in England over the early closing of bookshops has brought out many interesting comments. One retailer writes that fifty per cent of his trade is between six and eight o'clock. These figures might be interesting to American booksellers, having stores at corners that are full of people at night.

## COMMUNICATIONS

### Library Association Greet Publishers

July 29, 1920.

Mr. Frank C. Dodd,  
c/o Dodd, Mead & Co.,

My dear Mr. Dodd:

May I extend the cordial greetings of the American Library Association to the newly organized National Association of Book Publishers?

During the last three years our Association has had from the publishers of the United States the most helpful sort of co-operation. It included not only generous discounts on our purchases but special consideration for A.L.A. orders and helpful suggestions and advice in many ways.

It is a pleasure to us to know that there is

now an organization of publishers thru which we may hope to continue to co-operate for our mutual good.

Yours very truly,

CARL H. MILAM, *Secretary.*  
of the American Library Association.

### An Open Letter.

161 Sixth Ave., New York City.

July 9, 1920.

Open Letter to Publishers:

Make books in boards with cloth backs, cut out the side stamp and anything superfluous.

Retain an attractive wrapper in color, or in black and white, with a short synopsis of the story.

But do not let the price exceed \$2.00.

Since Ibáñez has been raised by E. P. Dutton to \$2.15 there has been much shrugging of the shoulders and a notable falling off in sales.

They halt at the 15c.

This would be to the interest of both publisher and retailer in view of the coming book propaganda campaign.

Yours for good business,

CHARLES S. PRATT.

### Periodical Note

THE first issue of the new international psychological magazine, *Psyche and Eros*, has just been issued. It is to be a bi-monthly periodical, published by the Psyche and Eros Publishing Co. of New York, and its editorial staff includes some prominent European psychoanalysts. The editors are: Dr. Samuel A. Tannenbaum, New York; Professor Charles Baudouin, Geneva; Professor Ferdinand Morel, Geneva; Professor Edward Claparede, Geneva; Dr. Herbert Silberer, Vienna; Dr. Wilhelm Stekel, Vienna.

### Mr. Hughes Leaves St. Louis

Mr. A. P. Hughes, Manager of the St. Louis Branch of the American Baptist Publication Society, is leaving his work there to become fiscal agent for the American Extension University Law Department in Philadelphia. Mr. Hughes has made his store one of the active centers of book interest in the Middle West and has done as much as any one man to bring a new era of activity and enterprise into St. Louis. As President of the St. Louis Booksellers' Association he will be much missed.

### Personal Note

MISS M. V. LEBERT has returned to her former position with the L. C. Page Company.

### Business Note

CLEVELAND, O.—The business of J. R. Holcomb Co. has been purchased by Dietsch & Adams.



## THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.] Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.*

**Acharya, Ananda**

Snow-birds. 17+242 p. D [N. Y.] Macmillan '19 \$3 n.  
Short poems from the Hindu.

**Ascham, John Bayne**

The religion of Judah. 296 p. D (Kingdom of God ser.) [c. '20] N. Y., Abingdon \$1.50 n.

Companion volume to author's "Religion of Israel," carrying the discussion to the end of the Maccabean period.

**Ayer, N. W., & Son**

American newspaper annual and directory mid-year supplement, July 1, 1920. 41 p. O Phil., N. W. Ayer & Son pap. gratis with 1920 volume

**Bangay, R. D.**

The oscillation valve; the elementary principles of its application to wireless telegraphy. 8+215 p. il. diags. D '19 N. Y., Wireless Press \$5

**Bangs, John Kendrick**

The cheery way; a bit of verse for every day; decorations by J. R. Flanagan. no paging D [c. '19] N. Y., Harper \$2 n.

Short poems for every day of the year.

**Barbour, Ralph Henry, and Holt, H. P.**

The mystery of the sea-lark; il. by C. M. Relyea. 321 p. pls. map D c. N. Y., Century Co.

Tale of a boy who in order to help his father financially fits up a dismantled sloop and uses it as a ferry boat.

**Barton, Bruce**

It's a good old world; being a collection of little essays on various subjects of human

interest. 218 p. D c. N. Y., Century Co.  
Inspirational sketches.

**Becker, Carl Lotus**

The United States; an experiment in democracy. 332 p. O [c. '20] N. Y., Harper \$2.50 n.

Study of American history and politics, emphasizing the part that democracy has played in the building of America. Author is professor of modern European history, Cornell University.

**Benoit, Pierre**

Atlantida (l'Atlantide); tr. by Mary C. Tongue and Mary Ross. 303 p. D c. N. Y., Duffield \$1.75 n.

Story of the north African mountains. Was awarded the Grand prix du Roman by the French Academy.

**Bible. New Testament**

The gospel according to Saint Matthew; the "Modern printed" edition of the King James version. 145 p. front. D Garden City, N. Y., Doubleday, Page bds. \$1

Edition of the King James version printed with the chapter and paragraph divisions of modern books.

**Blair, Mrs. Mary Mack**

Outwitting the "T. B. bugs"; a little message of hope, help and common sense for those who seek better health. 70 p. il. pors. O c. San Francisco, Cahill Pub. Co., 860 Pacific Bldg. bds. \$3 n.

Suggestions and advice for those suffering from tuberculosis.

**Bradlee, Francis Boardman Crowninshield**

Steam navigation in New England. 153 p. il. plan O Salem, Mass., Essex Institute \$3 (225 copies)

**Bagg, Halsey J.**

Individual differences and family resemblances in animal behavior; a study of habit formation in various strains of mice. 5+58 p. il. tabs. O Archives of psychology, 43) N. Y., Archives of Psychology, Substation 84, \$1; pap. 70c.

**Bishopp, Fred Corry**

The stable fly [*Stomoxys calcitrans* L.]: how to prevent its annoyance and its losses to live stock. 23 p. il. O (U. S. Dept. of Agric. farmers' bull. 1097) Wash., D. C., Gov. Pr. Off. Supt. of doc. pap. 5c.

**Bradford, William, and Winslow, Edward**

A brief history of the Pilgrims; comp. from the writings of Governor Bradford and Governor Winslow, and largely in their own words. with alphabetical list of Mayflower passengers. 5+57 p. S. ['20] Plymouth, Mass., A. S. Burbank [19 Court St.] pap. 25 c.

**Brannan, Joseph Doddridge**

The negotiable instruments law. 3d ed. Cin., W. H. Anderson Co. limp leath. \$5

**Brigham, Albert Perry**

Cape Cod and the Old Colony; with 35 il. and maps. 11+284 p. pls. O c. N. Y., Putnam \$3.50 n.

Non-technical account of what glaciers, winds and waves have done to make and change the lands of Old Colony and Cape Cod Bay. Author is professor of geology, Colgate University.

**Brighouse, Harold**

Three Lancashire plays. N. Y., S. French \$2.50

**Brown, Demetra Vaka [Mrs. Kenneth Brown], and Phoutrides, Aristides, trs.**

Modern Greek stories; with a foreword by Demetra Vaka. 270 p. D (Interpreter's ser.) c. N. Y., Duffield \$1.90 n.

Eight stories by modern Greek authors, never before translated. Partial contents: Sea; The sin of my mother; A man's death; Angelica; She that was homesick.

**Browne, Edward Granville**

A history of Persian literature under Tartar dominion (A. D. 1265-1502). 11+586 p. pls. facsms. O [N. Y., Macmillan] \$14 n.

Continuation of author's "Literary History of Persia." Index. Author is Sir Thomas Adam's professor of Arabic, University of Cambridge.

**Buchan, John**

The thirty-nine steps. 231 p. D (Popular copyrights) c. '15 N. Y., Grosset & Dunlap \$1

**Buckrose, J. E. [pseud. for Mrs. Annie Edith Foster Jameson]**

The silent legion. 312 p. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Burroughs, Edgar Rice**

The war lord of Mars; front. by J. Allen St. John. 296 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Bury, John Bagnell**

The idea of progress; an inquiry into its origin and growth. 15+377 p. O N. Y., Macmillan \$5.50 n.

Historical inquiry attempting to trace the genesis and growth of the idea of progress. Index. Author is regius professor of modern history, University of Cambridge.

**Cannan, Gilbert**

Samuel Butler: a critical study. 195 p. il. O N. Y., Sunwise Turn \$3

**Clark, Eliot Candee**

Sixty paintings by Alexander Wyant; described by [author]. 147 p. 60 pls. Q c. N. Y., F. F. Sherman bds. \$25 n. bxd. (limited edition)

**Codex Lucensis**

A classical technology; ed. from Codex Lucensis, 490, by John M. Burnam. 170 p. O (Classical studies) [c. '20] Bost., Badger \$2 n.

Fragment of an ancient classical set of recipes.

**Conquest, Joan**

Desert love. 300 p. front. D [c. '20] N. Y., Macaulay Co. \$2 n.

Romantic tale of the East in which two young people, one a young English woman, cast convention aside and live their own lives in the Egyptian desert.

**Coomaraswamy, Ananda Kentish, il.**

Twenty-eight drawings. 32 p. N. Y., Sunwise Turn \$7.50 (220 copies)

**Coursey, Philip Ray**

Telephony without wires. 19+414 p. (30 p. bibl.) il. diagrs. O '19 N. Y., Wireless Press \$5

**Dean, Edward Owen**

Opportunities out of doors. O (Opportunity books) c. N. Y., Harper bds. \$1 n.

**Dell, Ethel May**

The hundredth chance; front. [in col.] by Edna Crompton. 557 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

The swindler; and other stories. 438 p. D (Popular copyrights) N. Y., Grosset & Dunlap \$1

**Dickson, Leonard Eugene**

History of the theory of numbers, v. 2, Diophantine analysis. 25+803 p. Q Wash., Carnegie Inst. \$7.50

Index. Author is professor of mathematics, University of Chicago.

**Dixon, Thomas**

A man of the people; a drama of Abraham Lincoln. 13+155 p. D c. N. Y., Appleton \$1.75 n.

A dramatization of author's novel, "The Southerner."

**Dreier, Katherine S.**

Five months in the Argentine; from a woman's point of view. 286 p. O c. N. Y., F. F. Sherman bds. \$3.50 n.

**Eckel, Edwin Clarence**

Coal, iron and war; a study in industrialism, past and future. 375 p. charts O c. N. Y., Holt \$3 n.

Study of the industrial development of the leading nations, from the beginning of modern industrialism until the end of the war.

**Fish, Luther Stockton**

Knowledge enhanced; phenomenon of sleep solved. 8+297 p. il. por. D [c. '20] [Cleveland, O., L. S. Fish, 10506 Englewood Ave.] \$3

**Foakes-Jackson, Frederick John, D.D., and Lake, Kirsopp, D.D., eds.**

The beginnings of Christianity. pt. 1, The Acts of the Apostles. v. 1, Prolegomena 1, The Jewish, Gentile and Christian backgrounds. 11+480 p. map O [N. Y.] Macmillan \$7.25 n.

First volume of a series intended to continue the work begun by Bishop Lightfoot in editing Christian documents historically as well as critically.

**Fuller, J. F. C., Brevet-Col.**

Tanks in the great war, 1914-1918. 24+331 p. pls. diagrs. maps [part fold.] O N. Y., Dutton \$9 n.

Accomplishments of tanks during the war based on the official reports of the British, French, German and American armies. Author was Chief General Staff Officer of the Tank Corps (British) from December, 1916, to August, 1918.

**Girl Scouts**

Campward ho! a manual for Girl scout camps. 192 p. il. D c. N. Y., Girl scouts, 189 Lexington Ave. \$1.25

Scouting for girls; official handbook of the Girl scouts. 557 p. il. D [c. '20] N. Y., Girl Scouts limp cl. 75 c.; bds. \$1

**Glaenger, Richard Butler**

Literary snapshots; impressions of contemporary authors [verse]. 115 p. S [c. '20] N. Y., Brentano's bds. \$1.25 n.

Sketches have appeared in the *Atlantic Monthly* and the *Bookman*.

**Gravengaard, N. P.**

A Christmas gift; to the American home and the youth of America; tr. from the Danish by G. S. Strandvold. 136 p. D (Lib. of religious thought) [c. '20] Bost., Badger \$1.50 n.

Collection of Christmas thoughts.

**Gugle, Marie**

Modern junior mathematics. bk. 3. 13+246 p. D [c. '20] N. Y., Gregg Pub. \$1

Teacher's manual to Modern junior mathematics, bks. 1, 2 and 3. 27 p. D [c. '20] N. Y., Gregg Pub. pap. gratis to teachers

**Haldeman, W. S.**

Chemistry. pt. 1, Questions; pt. 2, Outlines. 91 p. D (Studies in science) [c. '20] Bost., Badger \$1.50 n.

**Hanus, Paul Henry**

School administration and school reports. 200 p. D [c. '20] Bost., Houghton Mifflin \$1.75 n.

Author is professor of education, Harvard University.

**Harris, Redel**

The masque of the apple; by [author] assisted by the students of Woodbrooke, Kingsmead, Cary Hall, and West Hill. 39 p. music

O N. Y., Longmans bds. 40 c. n.

Presents in dramatic form author's "The Origin and Meaning of Apple Cults."

**Heaton, Eliza Putnam**

By-paths in Sicily. 15+368 p. pls. O [c. '20] N. Y., Dutton \$3.50

Life and customs of Sicilians of all classes, showing influences of pagan Greece and Rome and other early civilizations.

**Holland, Henry Scott, D.D.**

The philosophy of faith and The Fourth Gospel; ed. by Wilfrid J. Richmond. 13+240 p. O N. Y., Dutton \$5 n.

Author is regius professor of divinity, University of Oxford.

**Holley, Clifford Dyer**

Analysis of paint vehicles, japans and varnishes. 13+203 p. il. D N. Y., Wiley \$2.50 n.

**Holmes, Edmond Gore Alexander**

The creed of my heart; and other poems. [2d ed.] 8+69 p. D '19 N. Y., Dutton pap. \$1.25 n.

**Holmes, Fenwicke Lindsay**

Being and becoming; a book of lessons in the science of mind showing how to find the personal spirit. 4+178 p. por. D c. N. Y., McBride \$1.75 n.

Deals with the personal relationships between the Individual and the Universal for the beginning student of New Thought.

**Hultgren, Axel**

A metallographic study of tungsten steels. 7+95 p. il. diagrs. O N. Y., Wiley \$3 n.

**Josephus, Flavius**

Selections; tr. by H. St. J. Thackeray. 213 p. D (Translations of early documents) N. Y., Macmillan \$2 n.

**Juta, René**

Cape Currey. 239 p. D c. N. Y., Holt \$1.75 n.

Adventure and mystery romance of South Africa.

**Kent, Charles Foster, and Jenks, Jeremiah Whipple**

Jesus' principles of living. 7+149 p. D (Bible's message to private life) c. N. Y., Scribner \$1.25 n.

Interpretation of the teachings of Jesus in the light of modern conditions.

**Friends of Ukraine**

The Jewish pogroms in Ukraine; authoritative statements on the question of responsibility for recent outbreaks against the Jews in Ukraine, by Julian Batchinsky [and others]. 24 p. O '19 Wash., D. C., Friends of Ukraine pap. 15 c.

**Gahan, Arthur Burton**

Black grain-stem sawfly of Europe [*Trachelus tabidus* (Fab)] in the United States. 18 p. (5 p. bibl.) il. pls. O (U. S. Dept. of Agric. bull. 834) Wash., D. C., Gov. Pr. Off. Supt. of doc. pap. 5 c. 5c.

**Georgia. Reports**

Index-digest of Georgia reports; under the editorial supervision of George W. Stevens. Repts. v. 101-148; Appeals repts. v. 1-23. 5 v. v. 1. 918 p. O c. Atlanta, Ga., Harrison Co. \$10

**Goldmark, Josephine Clara**

Comparison of an eight-hour plant and a ten-hour

plant; report. 213 p. (3 p. bibl.) tabs. diagrs. O (Public health bull. 106) Wash., D. C., Gov. Pr. Off.

**Hawes, Austin Foster**

Co-operative marketing of woodland products. 15 p. il. O (U. S. Dept. of Agric. farmers' bull. 1100) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

**Hill, Mrs. Janet McKenzie**

Recipes for everyday. 96 p. il. (part col.) S [c. '19] Cin., Procter & Gamble Co. pap. 10 c.

**Holloway, Alpheus H.**

The man from heaven. 39 p. D c. Bost., Pilgrim pap. 50 c. n.

**Johnson, Rev. Edward T.**

"My Message to the people." 43 p. O ['19 c.] [Martinsburg, W. Va., E. T. Johnson] pap. 35 c.

**Kincaid, Trevor**

An annotated list of Puget Sound fishes. 51 p. il. O '19 Seattle, Wash., L. H. Darwin, State Fish Commissioner pap. gratis



**Kerlin, Robert Thomas, comp.**

The voice of the negro, 1919. 12+188 p. front. D [c. '20] N. Y., Dutton \$2.50 n.

Compilation from the colored press of America for the four months immediately succeeding the Washington riot.

**Koons, Frank T.**

The outdoor sleeper. 54 p. fold. chart nar. D c. Balt., Norman, Remington Co. bds. \$1 n.

**Louys, Pierre**

The songs of Bilitis; rendered into English by Mitchell S. Buck. 18+187 p. il. O N. Y., N. L. Brown bds. \$10 n. bxd. (subs. only)

**Macfarlane, Peter Clark**

The crack in the bell; il. by Leslie M. Benson. 458 p. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**McMaster, John Bach**

The United States in the world war; (1918-1920). v. 2. 510 p. maps O c. N. Y., Appleton \$3 n.

Account of our part in the war since April, 1918, including information concerning the armistice and the peace treaty.

**Magnussen, Julius**

God's smile; tr. by Daniel Kilham Dodge. 9+184 p. D c. N. Y., Appleton \$1.75 n.

Record of experiences of author who was transformed from a skeptic and agnostic into a firm believer in spiritualism.

**Massingham, Harold John, ed. and comp.**

A treasury of seventeenth century English verse; from the death of Shakespeare to the Restoration (1616-1660). 23+399 p. front. S (Golden treasury ser.) '19 [N. Y.] Macmillan \$1.40 n.

**Mayhew, Ralph, and Johnson, Burges**

The merry midget; the ninth bubble book; the Harper-Columbia book that sings; singing by Daddy Long-legs and Floppy fly, The fly and the bumble bee, The spider and the fly; pictures [in. col.] by Rhoda Chase; rec-

ords by Columbia Graphophone Co. 15 p. obl. T. c. [N. Y., Harper] bds. \$1.50

**Newton, W. Douglas**

Westward with the Prince of Wales. 11+351 p. por. D c. N. Y., Appleton \$2.50 n.

Story of the visit of the Prince of Wales to Canada and the United States told by the authorized correspondent in America with the royal party.

**Ostrander, Isabel Egerton (Robert Orr Chipperfield, Douglas Grant, pseud.)**

The twenty-six clues. 277 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

**Paine, Ralph D.**

The call of the offshore wind. 373 p. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Path (The) of humility; by the author of "Spiritual progress." 9+292 p. D N. Y., Benziger \$2 n.

Religious meditations.

**Penty, Arthur J.**

A guildsman's interpretation of history. 327 p. O N. Y., Sunwise Turn \$3.75

**Phillpotts, Eden**

As the wind blows [verse]. 80 p. D N. Y., Macmillan bds. \$1.50 n.

**Price, Edith Ballinger**

Us and the bottle man; with il. by the author. 154 p. pls. D c. N. Y., Century Co. Story of two boys and a girl at the seaside for the summer.

**Redmayne, Sir Richard Augustine Studdert, and Stone, Gilbert**

The ownership and valuation of mineral property in the United Kingdom; being an elementary treatise on the nature of mineral interests and royalties, and the correct method of valuing such property for the purposes of sale, probate, and rating and taxation, together with a statement of the law relating to rating and taxation. 256 p. il. chart tabs. O N. Y., Longmans, Green \$4.50 n.

**Kwan, Moon**

A pagoda of jewels. 49 p. il. por. D [c. '20] Los Angeles, Cal., Joseph A. Eliason, Bryson Bldg. pap. \$1

**Lewis, H. Spencer**

A thousand years of yesterdays; a strange story of mystic revelations; with an introd. by George R. Chambers. 80 p. O c. San Francisco, College Press [1297 Market St.] pap. 60 c.

**Lindsay, Nicholas Vachel**

The village magazine. [New ed.] 128 p. il. F [n. d.] [Springfield, Ill., Nicholas Vachel Lindsay, 603 S. 5th St.] pap. gratis

**Milliken, Francis Burzley**

Grasshoppers and their control on sugar beets and truck crops. Rev. ed. 20 p. il. map O (U. S. Dept. of Agric. farmers' bull. 691) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

**Morton, Richard Lee**

The negro in Virginia politics, 1865-1902. 199 p. (3 p. bibl.) fold. maps O [19] [Charlottesville, Va., Univ. of Va.] pap. \$1

**Murphy, Bessie R., comp.**

Corn meal for breakfast, dinner, supper. 6+24 p. D (Three-meals-a-day ser.) [c. '20] Chic. and

N. Y., Rand, McNally pap. 40 c.

Legumes: dried beans, peas, lentils for breakfast, dinner, supper. 6+24 p. D (Three-meals-a-day ser.) [c. '20] Chic. and N. Y., Rand, McNally pap. 40 c.

Peanuts for breakfast, dinner, supper. 6+18 p. D (Three-meals-a-day ser.) [c. '20] Chic. and N. Y., Rand, McNally pap. 40 c.

Potatoes for breakfast, dinner, supper. 6+25 p. D (Three-meals-a-day ser.) [c. '20] Chic. and N. Y., Rand, McNally pap. 40 c.

Salads and salad dressings. 6+24 p. D (Three-meals-a-day ser.) [c. '20] Chic. and N. Y., Rand, McNally pap. 40 c.

**Paynter, Richard H., jr.**

A psychological study of trade-mark infringement. 4+72 p. tabs. O (Archives of psychology, 42) N. Y., Archives of Psychology \$1.10; pap. 85 c.

**Rand, Frederick Vernon, and Enlows, Mrs. Ella Morgan Austin**

Bacterial wilt of cucurbits. 43 p. pls. diagrs. O (U. S. Dept. of Agric. bull. 828) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 15 c.

**Rushmore, Elsie Mitchell**

A bibliography for social workers among foreign-born residents of the United States. 38 p. nar. O N. Y., Y. W. C. A. National Bd., Div. of Works for Foreign-born Women pap. gratis

**Sawyer, Ruth [Mrs. Albert C. Durand]**

Leerie; with il. by Clinton Balmer. 309 p. pls. D [c. '20] N. Y., Harper \$1.75 n.

Story having as its heroine a nurse serving in the war zone.

**Scott, Leroy**

A daughter of two worlds; a novel of New York life; il. with scenes from the photoplay. 458 p. pls. D (Popular copyrights) [c. '18-'19] N. Y., Grosset & Dunlap \$1

**Seaman, Augusta Huiell [Mrs. Robert R. Seaman]**

The crimson patch; il. by C. M. Relyea. 226 p. pls. D c. '19-'20 N. Y., Century Co.

Mystery story for girls dealing with the theft of an important document.

**Shaw Bureau of Business Standards**

Graphical and statistical sales helps. 200 p. il. O (Shaw selling ser.) c. Chic., A. W. Shaw Co. \$3.50 n.

**Sherard, J. L.**

Blueberry Bear; il. in col. by George Carlson. 82 p. pls. D [c. '20] N. Y., Crowell \$1 n.

**Sherlock, Chesla Clella**

Care and management of rabbits. 253 p. pls. plans D [c. '20] Phil., McKay \$1.25

Guide on all phases of the care, breeding and management of rabbits.

**Simpson, Charles Torrey**

In lower Florida wilds; a naturalist's observations on the life, physical geography, and geology of the more tropical part of the state; with 64 il. and 2 [fold.] maps. 15+404 p. col. front. pls. O c. N. Y., Putnam \$3.50 n.

Observations of a naturalist who wanders thru the inaccessible parts of Florida, studying strange life-forms, physical geography, and geology.

**Stocking, Charles Francis**

The diary of Jean Evarts. New ed. 352 p. c. '12 Chic., Maestro Co., Monadnock Block mor. \$5 n.

**Stockton, James Leroy**

Project work in education. 13+166 p. D (Riverside educational monographs) [c. '20] Bost., Houghton Mifflin \$1.20 n.

**Stone, Gene**

Jane and the owl; (sage brush stories); il. in col. by George Carlson. 162 p. pls. D [c. '20] N. Y., Crowell \$1.50 n.

**System. Editorial Staff, ed.**

How to develop and expand a retail business. 184 p. il. O (System's how-book ser.) c. Chic., A. W. Shaw Co. \$2 n.

**Ransom, Brayton Howard, and Foster, Winthrop Davenport**

Observations on the life history of *Ascaris lumbricoides*. 47 p. (3 p. bibl.) il. O (U. S. Dept. of Agric. bull. 817) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

**Reinlein, Fred**

On the control of cereal and forage crop pests. 40 p. S c. '20 Portland, Ore., F. Reinlein, 1751 Derby St. pap. \$5

On the nature and control of the white pine blister rust. 18 p. S c. '20 Portland, Ore., F. Reinlein pap. \$5

**Revyuk, Emil**

Ukraine and the Ukrainians; a handbook of concise information regarding the country, people, history and industry of Ukraine. 20 p. double map O Wash., D. C., Friends of Ukraine pap.

**Richmond, Virginia**

The defence of Richmond; map of the vicinity of Richmond and part of the peninsula. map 16 x 16 inches. 2 m.=1". Richmond, Va., E. C. Clarke, 3206 E. Broad St. pap. 50 c.

**Robinson, William Joseph**

Forging the sword; the story of Camp Devens, New England's army cantonment. 11+172 p. fold. front. pls. pors. O [c. '20] [Concord, N. H., Rumford Press] \$3

**Simplified Spelling Board**

Handbook of simplified spelling. pt. 2, The case for simplified spelling; pt. 3, Rules and dictionary list. 40; 48 p. D (Simplified spelling bull. v. 8, nos. 2-3) N. Y., Simplified Spelling Bd., 1 Madison Ave. gratis; 3 pts. in 1, bds. 1; pap. 50 c.

**South Carolina. University. Extension Department**

South Carolina high school debating league; Compulsory military training. 98 p. O (Bulletin, 74) '18 Columbia, S. C., Univ. of S. C. pap.

South Carolina high school debating league; Government ownership of railroads. 176 p. (7 p. bibl.) O '19 (Bulletin 81) Columbia, S. C., Univ. of S. C. pap.

**Strayer, George Drayton, and Engelhardt, Nickolaus Louis**

Score card for city school buildings. 45 p. il. forms O (Bulletin. 11th ser., no. 10) c. N. Y., Teachers Coll., Columbia Univ. pap. 50 c.

**Taylor, Carl Cleveland**

The social survey, its history and methods. 91 p. (7 p. bibl.) O (Social science ser. 3) '19 Columbus, Mo., Univ. of Mo. pap. gratis

**Thomson, Edward Herrmann**

Selecting a farm. 27 p. il. O (U. S. Dept. of Agric. farmers' bull. 1088) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c

**Timoshenko, Woldemar**

Ukraine and Russia; a survey of their economic relations. 15 p. O '19 Wash., D. C., Friends of Ukraine pap. 10 c.

**Topsfield, Massachusetts**

The war activities of Topsfield, Massachusetts, during the great war—1917-1918. 26 p. O '19 Topsfield, Mass., Public Safety Committee gratis

**Ukrainian National Committee of the United States**

Ukraine on the road to freedom; selection of articles, reprints and communications concerning the Ukrainian people in Europe. 80 p. O '19 N. Y., Ukrainian Nat. Committee of the U. S., 30 E. 7th St. pap. 30 c.

**Ulianov, Vladimir Illich [Nikolai Lenin, pseud.]**

The Soviets at work; the international position of the Russian Soviet republic and the fundamental problems of the socialist revolution. 5th ed. 48 p. D '19 N. Y., Rand Sch. of Social Science pap. 15 c.



**Uncensored** (The) letters of a canteen girl. 265 p. D c. N. Y., Holt \$1.75 n.

Experiences of a Y. M. C. A. canteen girl in France with the A. E. F.

**U. S. Bureau of Education. Library**

List of references on consolidation of schools. 8 p. O (Library leaflet, 11) Wash., D. C., Gov. Pr. Off. pap.

**Vanardy, Varick**

Up against it. 369 p. front. D [c. '20] N. Y., Macaulay Co. \$2 n.

Story of a fight for the right of way in the Canadian Northwest.

**Vivekānanda, Swāmi**

Rāja yoga; being lectures with Patanjali's aphorisms, commentaries and a glossary of terms. New ed., with enl. glossary. 14+269 p. pl. por. D c. '97-'20 N. Y., Brentano's \$2 n.

**Wedekind, Frank**

The awakening of spring; a tragedy of childhood. New ed. 161 p. D '20 c. '16 N. Y., N. L. Brown bds. \$1.50 n.

**Weld, William Ernest**

India's demand for transportation. 127 p. chart tabs. O (Columbia Univ. studies in history, economics and public law v. 90, no. 2) N. Y., Longmans pap. \$1.25 n.

**White, Stewart Edward**

Simba. 332 p. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

**Wieand, Helen Emma**

Deception in Plautus; a study in the technique of Roman comedy. 198 p. (6 p. bibl.) D (Classical ser.) [c. '20] Bost., Badger \$1.50 n.

Analysis of the plots of the comedies of Plautus together with a résumé of the problems connected with the composition of these plays.

**Wier, Albert E., ed.**

Children's piano pieces the whole world plays. 255 p. F (Whole world music ser.) N. Y., Appleton pap. \$1.25 n.

Piano duets the whole world plays. 256 p. F (Whole world music ser.) N. Y., Appleton pap. \$1.25 n.

**Williams, Fred V.**

The hop-heads; personal experiences among the users of "dope" in the San Francisco underworld; with articles on drug habits by Dr. Wm. C. Hassler and John J. O'Meara. 133 p. pls. D c. San Francisco, W. N. Brunt, 766 Mission St. \$1.50; pap. 75 c.

**Winship, Amy Davis**

My life story. 164 p. pors. O [c. '20] Bost., Badger \$1.50 n.

Autobiography of a remarkable woman of eighty-seven.

**Woof, Rowsby**

Technique and interpretation in violin-playing. 103 p. music D [c. '20] N. Y., Longmans \$1.50 n.

Author is professor of the violin, Royal Academy of Music.

**Wray, W. J., and Ferguson, R. W., eds.**

A day continuation school at work; papers by twelve contributors. 12+211 p. pls. D N. Y., Longmans bds. \$3 n.

Discussion of the problems of part-time continuation school teaching.

**Ziegler, Victor**

Popular oil geology. 2d ed. 171 p. figs. D N. Y., Wiley \$3 n.

**U. S. Bureau of Construction and Repair**

Breathing apparatus (rescue and protective). 53 p. il. O Wash., D. C., Gov. Pr. Off.

**U. S. Bureau of Construction and Repair**

United States navy drop forging book, covering drop forgings under all bureaus for which dies are on hand at navy yards. 46+1644 p. il. tabs. S Wash., D. C., Gov. Pr. Off. Supt. of doc., \$1.75

**U. S. Department of Agriculture. Bureau of Crop Estimates**

Crop estimates, 1910-1919; a summary of area, average yield, production and exports (or imports) of agricultural products for the United States. 28 p. T Wash., D. C., Gov. Pr. Off.

**U. S. Navy Department**

Finger-print evidence. 32 p. O Wash., D. C., Gov. Pr. Off. pap.

**Virginia**

An annotated pocket Code of Virginia; embracing such parts of the Code of Virginia 1919 and acts 1918 and 1919 of the General assembly as an attorney usually needs in his practice, and needed parts of the Virginia and United States constitutions; also chapters on methods and costs of obtaining charters, registration fee and state franchise tax, rules of practice and procedure before the State corporation commission, and bulletins and rules of the Industrial commission of Virginia, showing at a glance by black-faced type and quotations within brackets the precise changes made by the revisors of the code 1919 and by the acts 1918 and 1919, and also by the constitution of 1902; and copiously annotated

with notes, cross-references and citations of all Virginia decisions, by Sam N. Hurst. 4th ed., rev., cor., and enl. 22+1051 p. D c. Capron, Va., Hurst & Co. leath. \$10 n.

**Wedel, Cornelius H.**

Sketches from church history for Mennonite schools; tr. by Gustav A. Haurly. 134 p. D c. Newton, Kan., Western District Conference of Mennonites bds. 75 c.

**White, James Renfrew, M.D.**

Chronic traumatic osteomyelitis; its pathology and treatment; with 24 pls. and 13 diagrs. 15+144 p. O '19 N. Y., Hoeber \$3 n.

**Willis, Walter L., comp. and ed.**

Queens Borough, New York City, 1910-1920; the borough of homes and industry. 240 p. il. maps (1 col.) O Long Island City, N. Y., Chamber of Commerce of the Borough of Queens, Bridge Plaza \$2

**Young, Clinton Mason**

Panel system of coal mining, a graphical study of percentage of extraction. 76 p. il. tabs. diagrs. O (Engineering Exper. Station bull. 113) ['19] Urbana, Ill., Univ. of Ill.

**Young, Floyd Dillon**

Frost and the prevention of damage by it. 48 p. il. maps diagrs. O (U. S. Dept. of Agric. farmers' bull. 1096) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

**Zeigler, Mrs. Nona Tatum**

Fragments of dreams, a book of verse and a few short stories. 48 p. por. S [Naupa, Ind., Naupa Leader Herald] 50 c.



## RARE BOOKS, AUTOGRAPHS AND PRINTS

A copy of Gibbons's "Decline and Fall of the Roman Empire," 1777-88, presented by the author to Lord Sheffield, recently brought \$750 at auction in London. In 1910, at the Earl of Sheffield sale, it brought \$300. George Washington's copy, with his autograph and book-plate in each of the six volumes, brought \$1,625, in 1904, and has recently changed hands in this city bringing considerably more than three times its cost sixteen years ago.

An important new work by and about Walt Whitman entitled "Gathering the Forces," of special interest to collectors, will shortly be published by G. P. Putnam's Sons, in a limited edition of two volumes. It will contain newly discovered and collected writings consisting of essays, literary and dramatic criticism, stories, poems, etc., with a new chapter of a biographical character covering the poet's two years as editor of the *Brooklyn Eagle*, 1846-47.

The high prices which rare books and manuscripts are bringing in London is resulting in the unearthing of many rarities. The discovery of Shelley relics, at the home of Sir Percy Shelley, including a copy of the Letters of Charles I, printed at the Hague in 1651; a copy of Euripides's "Tragedies" bearing on the fly leaf a draft of the poem "To Autumn," and several other association books and unpublished fragments is only one instance of many of recent occurrence.

Alexander J. Wall, of the New York Public Library, has undertaken the compilation of a list of New York almanacs, 1694-50. It includes not only the collection of that library, but fifty-three others also, and totals 2,169 copies, not including second editions. Of this total, 475 were issued prior to 1801. The arrangement of the titles is first chronological and then alphabetical under each year by title. Bibliographical notes follow some of the titles and a complete index will be given.

Only £80 is now needed to complete the purchase of the home of William Cowper, the English poet, at Olney. But after its purchase an endowment will be necessary and an appeal has been sent out to the lovers of literature, thruout the English speaking world, for assistance in the project. So far, the trustees write the *London Times*, "they have lived from hand to mouth." Notwithstanding the considerable period since the poet's death there have been few changes in the home and its surroundings. The sofa is there which inspired "The Task." So is the trap door thru which came the three hares to play on the Turkey carpet in the hall. In the summer house is still the loose board of the floor under which Rev. William Bull, for his fortnightly visits, used to secrete his pipe and tobacco. Visitors to the room upstairs look on the spot where "John Gilpin" and "Toll for the Brave" were written.

The "Bibliography of Virginia," published by the Virginia State Library, is nearing completion. The work is in four octavo volumes, three of which have appeared, and the fourth is in press. The first three volumes were prepared under the direction of Earl Gregg Swen, formerly assistant state librarian. The publication of the final volume is being done under the direction of H. R. McIlwaine, state librarian. Part I contains the titles of books in the Virginia State Library which relate to Virginians, wherever published, and those printed in Virginia, comprising in all 767 printed pages. Part II contains the titles of the printed official documents of the Commonwealth, 1776-1916, filling 1,404 pages. Part III includes the Acts and Journals of the General Assembly of the Colony, 1619-1776, in 71 pages. Part IV will contain titles of the United States Government publications having information in reference to Virginia. This bibliography is the result of patient and well directed labor and reflects great credit upon the officers of the Virginia State Library under whose direction it has been prepared.

It will probably be news to American lovers of Balzac, says a writer in the *New York Evening Post*, that for over thirty years the principal manuscripts of the author of "La Comedie Humaine" were to be found not at Tours, Passy, Sevres, Ville d'Avray, or Neufchatel—at none of the places where Balzac spent most of his life—but at Brussels where he never lived. It was there his posthumous residence, so to speak, was found, erected by Vicomte de Spoelberch de Lovenjoul, the Belgian literateur. There is nothing lacking to make the Lovenjoul collection complete bundles of private letters, discovered since the publication of "Correspondence," skeletons of novels written by Balzac shortly before his death, manuscripts of the principal works of "La Comedie Humaine," diaries and a journal in which Balzac jotted down stray thoughts from time to time. One of the most interesting manuscripts in the collection is that of "Père Goriot," the first page of which contains a draft of the novel. This single page shows how Balzac was continually harassed by debts. He often stopped work on a novel to jot down the list of his debts and balance his monthly accounts. The first page of this manuscript is covered with such items. Fortunately this wonderful collection was transferred from Brussels to Chantilly in 1913, shortly before the outbreak of the Great War.

The *Publishers' Circular*, of London, in an account of the Oxford Press, tells the story of the discovery of the process of manufacturing the famous Oxford India paper. In 1841, an Oxford graduate is said to have brought from the far East and presented to the University Press a small quantity of extremely thin paper, which was manifestly more opaque and tough than any paper made in Europe.

## RARE BOOKS, AUTOGRAPHS AND PRINTS

The University printer found there was just enough for twenty-four copies of the then smallest Bible—diamond 24mo—and printed an edition of that number, bearing the date 1842. The books which were hardly a third of the usual thickness, were not sold, altho £20 apiece was offered for them, but were presented to the Queen and various persons. Thirty-two years after—in 1874—when the matter had been forgotten, a copy fell into the hands of A. E. Miles, of the firm of Hamilton Adams & Co. He showed it to Mr. Frowde, of the University Press, who at once caused experiments to be made at the University Paper Mills at Wolvercote, for the purpose of producing a similar paper. After some failures, these efforts were successful, and in August, 1875, the University Press offered for sale an edition of the diamond 24mo Bible, similar in all respects to the much prized copies printed in 1842. The feat of compression excited general astonishment, and in a short time a quarter of a million copies were sold. Every succeeding year large numbers of new books have been published on this wonderful paper, which is opaque and remarkably strong, altho as thin as tissue. It bears a considerable strain without stretching—a strip three inches wide has supported twenty-eight pounds without yielding—and, after considerable rubbing, instead of breaking into holes, it assumes a surface like chamois leather. The secret of its manufacture, it is said, is known to only three persons.

F. M. H.

### *The Latest Parisian Sensation— An Author*

Paris bookdealers, according to a cable dispatch to the *N. Y. Times*, are being swamped with demands for the works of Mme. Bessarabo, the novelist and playwright, who killed her husband, put his body in a trunk and shipped it to Nancy.

Some of her books are of an amorous nature, and in cheap editions have already enjoyed considerable popularity. Mme. Bessarabo, whose pen name is Hera Mirtel, has also been an ardent suffragist.

While the police are trying to discover the truth about the death of her first husband, M. Jacques, Paris reporters are digging up the innermost details of Mme. Bessarabo's life, and the newspapers carry many columns each day about her and her career. It is a rich field. Not only a prolific writer, she was a spiritist and a believer in the "black mass"; a Stock Exchange gambler, a potter for the restoration of the royalist régime in France, and advisor of other women in matrimonial tangles and heart affairs.

One might expect the lighter, popular newspapers to display this story with zest, but when the aged, staid and dignified *Gaulois* devotes its leading article to the case one may accept it for a fact that all sorts of people are inter-

ested in the woman who practised what she preached, namely, that for the sin of infidelity on the part of a husband there was but one expiation, death.

### *The Persian Market*

An interesting example of the way international commerce is being encouraged comes in the form of a letter received by the New York book-trade with the imprint of the Department of Commerce of Persia. This letter, written in English, begs to inform the American book-trade that Persia is anxious to increase commerce with foreign countries, and that her Information Bureau would be glad to keep in touch with foreign buyers and exporters. It does not seem likely that the book-trade can start much interchange of commerce, altho America has been decidedly partial to the classics of Persia for a good while, but it is interesting to see the new interest in commerce and to receive English written letters from Teheran.

### *Catalogs Received*

**Annual Clearance Catalog.** (No. 312; Items 1465.) Simmons and Waters, 64 Bath Street, Leamington Spa, Warwickshire, England.

**Autograph Letters.** (No. 313; Items 868.) Simmons and Waters, Warwickshire, England.

**Miscellaneous Books in Various Classes of Literature.** (No. 314; 1467.) Simmons and Waters, Warwickshire, England.

**Rare, Curious, Occult, Masonic and Miscellaneous.** (No. 52; Item 557.) John Metcalfe-Morton, Ye Olde Booke Shoppe, 1, Duke Street, Brighton, England.

**Second-Hand Books on Philosophy, Psychology, Theology, and Pedagogy.** (New Series, No. 37.) G. E. Stechert and Co., West 25th Street, New York City.

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## The Publishers' Weekly

62 West 45th Street, New York

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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising

should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

### INDEX TO ADVERTISERS

	Page
American News Co. ....	381
Appleton (D.) & Co. ....	337
Baker & Taylor Co. ....	379
Baker's Great Bookshop .....	367
Bobbs-Merrill Co. ....	339
Boni & Liveright Co. ....	382
Books for Sale .....	378
Books Wanted .....	369-378
Bowker (R. R.) Co. ....	342
Cosmopolitan Book Corporation .....	336
Harper & Bros. ....	338
Henley (Norman W.) .....	343
Help Wanted .....	379
Jordan & Co. ....	378
Knopf (A. A.) .....	340
Lippincott (J. B.) Co. ....	341
Little & Ives .....	380
Little, Brown & Co. ....	335
McClurg & Co. ....	380
Remainders .....	379
Situations Wanted .....	379
Small, Maynard & Co. ....	344
Special Notices .....	379
Stewart & Kidd .....	377
Tapley (J. F.) Co. ....	380
Terquem (Librairie J.) .....	367
Wycil & Co. ....	367

## Concerning "The Religious Bookshelf"

The finely organized systems for the distribution of religious books are in many ways an inspiration to the loosely planned outlets for trade books, yet the book world as a whole has not paid as much attention as it should to the possibilities that these agencies offer. Recent years have seen a great widening of the character of books sold at religious depositories and in the religious departments of larger stores. Not only is the latest volume in theology and bible study put forward, but the whole field of sociology, civic reform and public betterment falls naturally into the field of the religious bookstore.

In order to supply to the religious book-trade a medium for circularizing their customers and increasing their business, the PUBLISHERS' WEEKLY has arranged for the issuing of a semi-annual catalog of envelope size, the text of which will be edited by Mr. Harold B. Hunting, the well-known manager of The Religious Bookshop, in New York. This list will contain accurate notes on new books in the broad fields of religious interest, and will also contain supplementary lists of the best books in certain selected fields. Space will be reserved for the publishers to announce new books of this character, and the booklet will be sold in quantity at low reproduction cost to the retailer. It will be ready for distribution during October.

THE PUBLISHERS' WEEKLY.



## THE WEEKLY BOOK EXCHANGE

*Books Wanted and For Sale*

## BOOKS WANTED

**"Allan," care of Publishers' Weekly**

Library Journal—1916, Jan.; 1917, Feb., Mch.; 1918, Feb., July, Oct., Nov.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.  
Encyclopediae Britannica, late edition, any binding.

American Geographical Society, Broadway at 156th St., New York

Greely, A. W., Charts showing the probability of rainy days, prepared from observations for 18 years. 12 maps, fol. U. S. Signal Service, 1891.  
Greely, A. W., Charts showing average monthly cloudiness for United States. U. S. Signal Service, 1891.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.  
Oklahoma Geological Survey Bulletin, Part Two, Petroleum and Natural Gas, published in 1917.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.  
Tricotin by Ouida, Lipp.  
Life of Trust. Geo. Muller, Crowell.  
Edge of the World, Blinn, Britton.  
Mirandy, Dorothy Dix.  
Lime Kiln Club, C. B. Lewis.  
Electro-plating, Barclay & Hainsworth.

**Associated Students' Store, Berkeley, Cal.**

Noll, From Empire to Republic.

**Bailey's Book Store, Syracuse, N. Y.**

English and American Mechanic, Henry Casey Baird.  
Ductless Glandular Glands, by Falta.  
Art Education in High Schools, Prang.

William M. Bains, 1213-15 Market St., Philadelphia  
Schuster, Strang.  
Aug of Persia, Century.  
Vital Magnetic Cure, pub. Colby & Rich.

The Baker & Taylor Co., 354 4th Ave., New York  
Sabin, Joseph, Dictionary of Books relating to America, vol. 3, part 4 (Bulkley-Cabell).

Wm. Ballantyne & Sons, 1409 F St., Northwest, Washington, D. C.  
St. Nicholas, Jan., 1920.  
Wilson, Bunker Bean.  
Dix, Gate of Horn.

**Barnie's Bookery, 727 E., San Diego, Cal.**

Gordon, Nancy McKay, Majesty of Sex, Woman.  
Reid, M., Afloat in the Forest.

**C. P. Bensinger Code Book Co., 13 Whitehall St., New York**

Meyers 39th Edition Cotton Code.  
A B C 5th At Telegraph Code.  
Liebers Standard Code.  
Pocket Edition Western Union, Universal.  
Kellys, Thomas Directories.  
Any American-Foreign Language Code.

**W. Beyer, 207 Fulton St., New York**

Churchill, Corrison.  
Loti, Rarahu or Marriage of Loti.

The Book-Hunters Shop, 1344 G St., N. W., Washington, D. C.

Cotter, History of the U. S. Steel Corp.  
Frona McLeod, Set of.

Boyveau & Chevillet, 88 Rue de la Banque, Paris  
Samper, Codigo Telegrafico Espanol.  
March, Clave Telegrafica.  
Whitelaw's Cyper Codes.

**Brandt & Kirkpatrick, 101 Park Ave., New York**

Dr. Cupid, Rhoda Broughton.  
Cometh Up as a Flower, Rhoda Broughton.  
Red as a Rose is She, Rhoda Broughton.

**Brentano's, Fifth Ave. and 27th St., New York**

Gunter, Miss Nobody of Nowhere.  
Gunter, Miss Dividends.  
Gunter, A Florida Enchantment.  
Savage, For Life and Love.  
John Burroughs, Walt Whitman as Poet and Person, first edition.  
Root, A. B. C. of Bee Culture, first edition.  
Mysteries of Bee Keeping Explained, first edition.  
Works of Hilaire Belloc in English, first edition, Anything.  
Memoirs of Ninon de L'Enclos, in English.  
Cook, Casual Essays from the Sun.  
Montesquien, Spirit of the Law.  
George Allan England, Darkness and Dawn.  
Mifarony, A Welsh Singer, Raine.  
By Berwen Banks, Raine.  
Hashimura Togo, Irwin.  
Stock Brokers, Passos.  
Logic, or the Analytic of Explicit Reasoning, Smith.  
Seven Splendid Sinners, Trowbridge.  
Bunker Bean.  
The Rogue.  
Major and Minor, Norris.  
The Dancer in Yellow.  
Brother Jim.  
Oscar Wilde, Ransome.  
Oscar Wilde and Myself, Douglas.  
Genesis and Part of Erodus, Alford.  
Japanese Conquest of American Opinion, Flowers.  
Sound Bodies for Our Boys and Girls, Blaikie.  
Plato, Taylor.  
Overproduction and Crises, Robertus.  
Commercial Crises of the Nineteenth Century, Hyndman.  
Across America, Ruslings.  
The Bull Dog, Farman.  
Show Bull Dogs, Deacon.  
Principles of Breeding, Davenport.  
The Short Line War, Merwin & Webster.  
Life of Beethoven, Taylor.  
The Romance of Beau Marchais.  
Forest Rose, Bennet.  
The Covenant, Wickersham.  
When I was a Girl in Iceland.  
Songs for the New Age, Oppenheim.  
Canon in Residence.  
Book of Football, Camp.  
Candle of Vision, Crockett.  
Cinderella, Crockett.  
Ardath, Corelli.  
My Lady Caprice, Farrol.  
Departmental Ditties, Graham.  
Caleb Williams, Goodwin.  
Art of the Theatre, Craig.  
Gals Gossip, Binstead.  
Bird's Paradise.  
Addresses and Orations, Choate.  
We Three, Morris.  
Technique of the Photo-play.

**Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.**

L'Ombre de le Cloirx, by Tharand, or the English Translation of the Shadow of the Cross.

**Bridgman's Book Shop, 108 Main St., Northampton, Mass.**

Inner Life, F. B. Meyer.  
Life, Letters and Friends of Canon Barnett.  
Little Willie, by Eugene Field.

**Albert Britnell, Toronto, Can.**

Battles and Leaders of Civil War.

## BOOKS WANTED—Continued

**Frank C. Brown, 44 Bromfield St., Boston, Mass.**  
 Green Hand, Cupples.  
 Spliced Yarns, Cupples.  
 Standard Income Tax Manual for 1919.  
 Greatest of These, Marshall.  
 Phoebe and Ernest, Gilmore.  
 Phoebe, Ernest and Cupid, Gilmore.  
 The Rose Garden at Oakwood, Clifton, Cincinnati, 1879.  
 John Robinson, Davis, Pilgrim.  
 Complete Exposure Method of Home Portraiture Helps, by Frank M. Steadman, Eastman Kodak Co.  
 Bibelot, vol. XI, no. 9.  
 Bibelot, vol. XIII, no. 8, 9.  
 Bibelot, vol. XIV, no. 2.

**Brown Book Shop, 328 State St., Madison, Wis.**  
 Defoe, Moll Flanders and Roxana, Dutton edition.  
 Kellogg, American Insects, Students' edition.

**Buffalo Public Library, Buffalo, N. Y.**  
 American Annual of Photography, 1920.

**Charles Wm. Burrows, 1240 Huron Rd., Cleveland, O.**  
 Copies any binding, Vols. 3 and 4 Avery's History of U. S., Burrows Bros., publishers; condition fair.

**S. M. Calin, 66 W. 77th St., New York**  
 Janet.  
 Major Symptoms of Hysteria, Macmillan & Co., state condition.

**Camden Free Public Library, Camden, N. J.**  
 Coombe, Physiology, Physical and Mental Growth.  
 Paul Preston, Book of Gymnastics.  
 Catherine Beecher, Physiology and Calisthenics, 1st ed.  
 Dio Lewis, New Gymnastics, 1st ed.  
 Any other books on Gymnastics, Athletics and Physical Training, pub. prior to 1870.

**Campion & Co., 1313 Walnut St., Philadelphia**  
 Samartine's History of the Constituent Assembly Tribunes, Piper, 1857.  
**C. N. Caspar Co., 454 East Water, Milwaukee, Wis.**  
 Banker's Directory, any, 2 to 3 years old.  
 Larson, How to stay Young.  
 Britannica, 11th ed., 4to, India paper, suite.  
 Patton, Ketch Anchor.  
 Brady, Ketch Anchor.  
 Modern Business, Vol. 7: Salesmanship, flex.  
 Abbott, Makers of History, 32 vols.  
 Carlyle, Frederick Great, vols. 1 and 2 in 1 (Worth).  
 Gibson, Romance of Modern Photography.  
 Hayes, Douglas.

**C. T. Cearley, 1128 J Street, Fresno, Cal.**  
 Shinn, Literature of Pacific Coast, 2 copies.  
 Bashford, Literary Development of Pacific Coast, 2 copies.

**George M. Chandler, 75 E. Van Buren St., Chicago**  
 Libbey & Hoskins, Jordan Valley and Petra, 2 vols.  
 Ibanez, Four Horsemen, 1st ed.  
 Ibanez, Mare Nostrum, 1st ed.  
 McGlashan, Donner Party (Truckee, Calif.).  
 Carpenter, Pilgrims and Their Monuments.  
 Roosevelt's Works, Standard Library ed., 9 vols.  
 Adams, Emancipation of Mass., 1st ed.  
 Flaubert, Mlle. de Maupin, French Text, good ed.  
 Fiske (Fidelia), Recollections.  
 Dumas, Three Musketeers, illus. by Leloir.  
 Cipriani, A Tuscan Childhood.  
 Newton, Principia, English Tr.  
 Mann (Chas. E.), In the Heart of Cape Ann.

**Chicago Public Library, Chicago, Ill.**  
 Becke, L., Edward Berry, 2 copies.  
 Rathbone, H. M., Diary of Lady Willoughby.  
 Tourgee, A. W., With Gauge and Swallow.  
 Schoolcraft, H. R., Myth of Hiawatha and other oral legends of the North American Indian.

**Arthur H. Clark Co., Caxton Bldg., Cleveland, O.**  
 Osgood, Amer. Colonies 17th Century, 3 vols.  
 French, Passenger Pigeon in Pa.

## Arthur H. Clark Co.—Continued

Wash., D. C., City Globe, 1830 to 1846.  
 Montana Hist. Contributions, vol. 1.  
 North, Mother of Calif.  
 Amer. Assoc. Inter. Conciliation, Docs. 1-16, 18-63, 65-82, 84-96, 98-105, 110-111, 114-123, 126-130, 132.  
 Montana Hist., 1739-1885.  
 Avery, Hist. of Cleveland, 3 vols.  
 N. Amer. Review, vols. 1-7.  
 Webster's Unabridged Dict. Merriam Edn.  
 Ill. State Hist. Soc. Jl., vol. 1, vol. 2, no. 3.  
 Brown, Negro in Amer. Rebellion.  
 Charlevoix, Hist. of New France, 6 vols.  
 Sladen, Secrets of the Vatican.  
 Dowling, Hist. of Romanism.  
 Lea, Inquisition of Spanish Dependencies.  
 Bombough, Facts and Fancies for Curious.  
 Walsh, Handbook Literary Curiosities.  
 Betagh, Voyage Around the World, etc.  
 Heriot, Travels Thru Canadas.  
 Venegas, Natural and Civil Hist. Calif.  
 Twain, 1st edns., any.  
 Micking, Recollections Manila and Philippines.  
 International Studio, vol. 1, 1897.  
 Carpenter, F. C., Books on Travel, any.

**The John Clark Co., 1486 W. 25th St., Cleveland, O.**  
 Custer, Following the Guidon.  
 Custer, Boots and Saddles.  
 Sermon on the Mount, Illuminated by Owen Jones.  
 Trollope, The Way We Live Now.

**Columbia University Library, New York City**  
 Cabell, James Branch, Line of Love, pub. by Harper, 1905.  
 Johnston, Robert M., Napoleon, pub. by Holt, 1910.  
 Spinoza, The Philosophy of Spinoza, ed. and trans. by Fullerton, pub. by Holt.  
 Barker, Ernest, The Political Thought of Plato and Aristotle, pub. by Putnam, 1906.  
 Bacon, Benjamin, Triple Tradition of the Exodus, pub. by Student Pub. Co., Hartford, 1894.

**Irving S. Colwell, 99 Genesee St., Auburn, N. Y.**  
 Henry James, The Bostonians.  
 Hall's History of Auburn, N. Y.  
 Grapes of New York.

**L. M. Cornwall, 227 Pa. Ave., N. W., Washington, D. C.**  
 Archery, Badminton Library.  
 Benjamin on Sales.  
 Hammond, Colonial Mansions Md. and Del.  
 Lancaster, Historic Homes Va.  
 Smith, First Forty Years Wash. Society.  
 Thompson, My Winter Garden.

**Cossitt Library, Memphis, Tenn.**  
 International Encyclopedia.  
 Collins, Sketches of Kentucky.  
 Ralston, Elements of Divinity.  
 Sims, South Carolina.  
 Sut-Lovinggood, Yarns.  
 Life of William L. Yancey.  
 Horseshoe Robinson.  
 Major Jones Courtship.  
 Mayes, L. O. C. Lamar.  
 James, Real Thing, etc.  
 Encyclopedia Britannica, 11th edition.

**S. Cottlow, 1688 Third Ave., New York**  
 Shop Notes, vol. 3, 1907; vol. 6, 1910; pub. by Popular Mechanic, bound or paper edition.

**M. Curlander, 14 W. Saratoga St., Baltimore, Md.**  
 U. S. Reports, Co-op., old ed., cheap.

**Detroit Public Library, Detroit, Mich.**  
 Brownell, Genealogical Record of Descendants of John Brownell, 1773-1903.  
 Rouech's Manual of Rights, etc., of Notaries Public.

**Dillingham's, Bangor, Maine**  
 Hubbard's Guide of Northern Maine.

**Dixie Business Book Shop, 41 Liberty St., New York**  
 Financial Dictionary, H. I. Smith, pub. by Moody.  
 Introduction to Economics, Clow, pub. by Macmillan.

## BOOKS WANTED—Continued

## Dixie Business Book Shop—Continued

Holding Workers by Training Them, Homer Tre-cartin.  
 Social Contract, Rousseau, No. 13 of Everyman's Library.  
 An Advocate of the Junior Technical School, Power.  
 General Project Method of Teaching the Industrial Arts, Fred C. Whitcomb.  
 Qualifications for Foremanship, Chas. W. Clark.  
 Socialized Business Training, F. S. Nichols.  
 Changing Ideals in Industrial Education, by David I. Cohen.  
 Awakening of the East, P. L. Beaulien, McClure Phillips Co.  
 The Happy Irish, Harold Begbie.  
 Principles of Electric Wave Telegraphy and Telephony.  
 Economic Principles, Flux.  
 Natural Value, Von Wieser.  
 The Living Age, volume 9.  
 Story of the Stock Exchange, Duguid.  
 The Rothschilds, Reeves.  
 Money and Credits, Kemmerer.  
 Bimetallism, MacLeod.  
 Monetary History of the United States, Ely.  
 Overproduction and Crises, Rodbertus.  
 War Costs and Their Financing, Bogart.  
 Effects of the War on Money, Credits and Banking, Anderson.  
 I. C. S. Book on Advertising, latest issue.  
 A Critical Examination of Our Financial Policy during the Southern Rebellion, Simon Newcomb.  
 Financial History of the United States 1861-85, Bolles.  
 Stories of Great Railways, Charles Edward Russell.  
 Corporation Finance & Accounting, H. C. Bentley.  
 Accounting and Auditing, Cole.  
 Financing an Enterprise, Cooper.  
 Engineering Valuation of Public Utilities, H. A. Forster.  
 Practical Auditing, G. B. Renn.  
 Directory of Cleveland and Ohio 1920 edition.  
 Biography of Robert Morris.  
 Indian Currency and Banking.  
 Hashimura Toga, Domestic Scientist.  
 Cost and Price, Israels Skeels.  
 Trust Companies Magazine Jan. 1919.  
 So. Amer. Journal Index last half yr. 1817, whole year 1918, 1st half 1919.  
 Electric Railway Journal, Jan. 18, 1919.  
 Annalist Jan. 21 and 28, 1918.

## H. &amp; W. B. Drew Co., Jacksonville, Fla.

She, Rider Haggard.

## E. P. Dutton &amp; Co., 681 Fifth Ave., New York

McKenna, Stephen, Ninety-six Hours Leave.  
 Mines Copper Handbook.  
 Rickett, Vagabond in Literature.  
 Tibbles, Food and Hygiene.  
 Watson, Story of France.  
 Watson, Life of Napoleon.

## Eerdmans-Sevensma Co., 208 Pearl St., N. W. Grand Rapids, Mich.

Stringer, The Glory of Christ.  
 Matthew Henry's Commentary.

## Paul Elder Co., 239 Grant Ave., San Francisco, Cal.

Mystic Rose, Crowley.  
 Archko Volume, Mahan.  
 Sheaf of Roses, E. Gordon.  
 Three Years in California, Colton.  
 Sculpture of the Panama-Pacific Exposition.  
 Life of Our Saviour, Ludolph of Saxony.  
 Land of the Midnight Sun, Du Chaillu.  
 Viking Tales, Du Chaillu.  
 Civilization of Sweden in Heathen Times, Montelius.  
 Epochs of Chinese and Japanese Art, Fenallosa, 1st ed. only.  
 Art of Pleasing, pub. Winston.  
 Thoughts and Things, Pixley.  
 Meditations in Motley, Walter B. Harte.  
 Eighteen Nineties, Holbrook Johnson.

## Geo. Engelke, 855 N. Clark St., Chicago, Ill. [Cash]

Fulton Pigeon Book, W. F. Tromby, 1895.  
 Kellar, A Magician's Vow.  
 Korve, State Trials.  
 Stalker, Christian Psychology.  
 Torry, How to Work for Christ.  
 Torry, What the Bible Teaches.  
 Wharton, Philosophy of Criminal Law.

## Geo. Fabyan, Riverbank Laboratories, Geneva, Ill. or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

## F. W. Faxon Co., 83 Francis St., Boston, Mass.

International Journal of Ethics, vol. 10, No. 3, vol. 11, complete; vol. 23, No. 2; vol. 24, No. 4; vol. 25, No. 2; vols. 26, 29, 30 complete.  
 Political Science Quart. March, Sept. 1897, Sept., Dec. 1898, Dec. 1902, Sept. 1903, vol. 16, No. 1, 4.  
 Overland Monthly, May 1919.  
 Country Life, Dec. 1918, Nov. 1919.  
 School Review, Jan., Feb., 1920.  
 U. S. Air Service, vol. 1918, 1919.  
 Railway Review, Jan. 10, 1920.  
 Automotive Industries, vol. 20-23 incl.  
 Aerial Age, vol. 1-6, 1915-1918.  
 Air Power, vol. 1-5 incl.  
 Flying, vol. 1-5, incl.  
 Amer. Jour. of Sociology, Nov. 1905.  
 Bankers Magazine, Sept. 1919.  
 Electrical Experimenter, vol. 5.  
 Iron Age, 1920, No. 1, also Feb. 5, 1920.  
 Ass'n Official Agric. Chemists, vol. 1-3.  
 New York Law Journal, Jan-March, 1920.  
 Theatre Arts Magazine, vol. 1, No. 1.  
 St. Nicholas, Jan., Dec., 1894, Aug., 1898, Jan., July, 1901, Aug., 1902, Mar., 1904, Sept., 1903, Nov., 1906, Dec., 1910, Nov., Dec., 1912, Dec., 1915, Feb., 1918.

## Marshall Field &amp; Co., Chicago

Vagabond Odyssey, A. S. Middleton.  
 Wild Honey, Cynthia Stockley.  
 Joe the Hotel Boy.  
 Randy on the River.  
 A Buckeye Boyhood, W. H. Venable.  
 Daughter of Rich, Edgar Saltus.

## Henry George Fielder, 401 W. 47th St., New York

Leidy, Fresh-Water Rhizopods.  
 Ridgway, Birds of North Am., Set 1 and 2 sep.  
 Jordan & Evermann, Fishes of N. A., Part 1.  
 Yule, Statistics.  
 Journal of biolog. Chemistry. Set or large run.  
 Chemical Abstracts, 1 and 2.  
 Journal of Soc. Chem. Industry, 34.  
 Biochem. Bulletin No. 1-5.  
 Bent, N. A. Diving Birds.  
 U. S. Nat. Museum: Bulletin No. 50.  
 U. S. Geol. Survey of Territories (Hayden) XII.  
 American Chemist, 7 vols.  
 Barton, Veget. Materia Med., 2 vols.  
 Cope, Batrachia.  
 Benthams & Hooker, Genera Plantarum, vol. 2-3.

## H. W. Fisher, 207 S. 13th St., Philadelphia

Freebooters of Wilderness, Laut, Moffat.  
 New Dawn, Laut, Moffat.  
 Children of New Forest, Marryat.  
 Don Quixote, Ill., Dore.  
 Whirlpool, Gissing, Stokes.  
 Outdoor Handbook, Beard, Scribner.  
 Adolescence, Hall, Vol. 1, Appleton.  
 Three Decades Imaginat., Liter., Partridge.  
 Pirates and Buccaneers of America, Pyle.

## R. Flagg, 61 W. 8th St., New York

Linguistic Development, M. V. O'Shea, pub. Macmillan.

## Foster Book &amp; Cigar Co., 410 Wash. Ave., St. Louis. The Yoke.

## Funk &amp; Wagnalls 354 Fourth Ave., New York

Treatise on British Freshwater Algae, G. West, G. P. Putnam Sons.



## BOOKS WANTED—Continued

## Gammel's Book Store, Austin, Texas

Griffith, & White Chess Book.  
Southwestern Reports, leath. or buck. bdg., good and hand only, vols. 73 to 77, 79 to 81, 83 to 86, 88 to 93, 95 to 135 inc.  
U. S. Reports, Loop ed. books 50, 51, 37.

## J. K. Gill Co., Portland, Ore.

The Violin, P. Davidson.  
Vols. 2, 8, 12, Dresden ed. cloth, Ingersol.  
Vol. 1, Burton Arabian Nights, buckram.  
Howell, Flora of the Northwest.  
Condon, Oregon Geology.

## Gimbel Bros., Philadelphia

Warner, Letters of Credit, pub. De Wolfe.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.  
North Carolina Regiments, 61 to 65, 5 vols.

## Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Amer. Hist. Review, Oct., 1905, or vol. XI.  
Bausch, Edward, Manipulation of Microscope, 1901.  
Bellamy, Duke of Stockbridge.  
Carroll Co., N. Y., Hist. of.  
Channing, Wm. E., Poems of 65 years.  
Clinton, Mass. Hist. Soc. Coll. vol. I.  
Crewdson, American Baby Abroad.  
Dante, Latin Works of, Temple Classics.  
Ellis, A. B. Hist. First Church, Boston, 1881.  
Fairbanks, A. S., Philosophers of Greece.  
Frothingham, C. A. Hist., Consti. & Gov. of Mass.  
Hibbard, Billy, Memoirs of N. Y.  
Johnson, Burgess, Bashful Ballads.  
Lib. New Eng. Hist., any after vol. 4.  
Lovell, Arthur, Ars. Vivendi.  
Maine, Hist. of, by Williamson, vol. 2.  
Martin, E. S., Lucid Intervals.  
Schaff, Morris, Spiriti of Old West Point.  
Sumner, Rev. Joseph, Memorial of, Worcester, 1888.  
Views of U. S., similar to Stoddard, Glimpses.  
Warden, House on the Marsh.  
West Point, Military Acad. Centennial of vol. 1.  
Genealogies: Burnham, 1869.  
Delano, N. Y., 1899.  
Diller, Descend. of Caspar, Ringwalt, Phila., 1877.  
Pangborne Family.  
Pinckney Family.  
Soule Family.  
Swarthout, Chronicle, Weise, N. Y., 1899.  
Usher of Ireland, Wright, Dublin.  
Usher, Memoirs of, Col. Usher, or other Usher fam.  
Watrous Family.

Grant's Book Shop, 127 Genesee St., Utica, N. Y.  
Casson, The Romance of Steel.

Grimwood's, 20 N. Tejon St., Colorado Springs, Colo.  
Making the New Testament, Urede.

Wm. Helburn, 418 Madison Ave., New York  
Brangwin, Book of Bridges.

John Highlands & Co., 1102 Arch St., Philadelphia  
Sindell, Satisfied at Last.

## W. M. Hill, 22 E. Washington St., Chicago

LeGallienne's George Meredith; My Lady's Sonnets.  
Grover Cleveland, A. L. S., and steel engraving.  
Cooper's Works, Townshend ed., or good library set in binding.  
Swank's Iron and Steel, latest edition.  
Science of Railways, M. M. Kirkman, 20 vols., pub. World Railway Pub. Co., 1904.

Holmes Book Co., 740 S. Main St., Los Angeles, Cal.  
Vols. 18-19 and Index vol. of Handy ed. Encyclopedia Britannica, 11th ed.  
Lives of the Popes, vol. 3, three-quarters lea., ed. de luxe, 10 vols. in set, Cath. Pub. Soc. of Am., 1911, No. 146.  
Historical Sketch Sacerdotal Celibacy, H. C. Lee.  
The Rat Pie, Patrick McGill.  
The Untilled Field, George Moore.  
Samuel Cousins, Whitmark.  
Science and Health, small eds.  
The Golden Bough, Frazer, 12 vols.

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## John Howell, 328 Post St., San Francisco, Calif.

An Australian in China, Dr Morrison.  
Confessions of a Beach Comber, E. J. Banfield.  
Land of Pearl and Gold, Mackenzie(?).

## J. H. Jansen, 323 Caxton Bldg., Cleveland, O.

Architectural Record, Jan. 1915, Oct. & Dec. 1916, Dec. 1919.  
Architectural Forum, Dec. 1918, Apl. & Sept. 1919, Oct. and Nov. 1919.  
Architecture, Feb., May, June, 1914, Mch., 1916, Apl., June, July, Aug., Sep., Oct., Nov., Dec. 1919.

## Anton I. Jansky, 19 E. Adams St., Chicago

Bitter Sweet, illus.  
Katrina, illus.  
Tyler, Primitive Culture, vol. 2.

## Johnson's Bookstore, 391 Main St., Springfield, Mass.

De Tocqueville, Democracy in America, tr. Reeves, ed. Spencer, pub. Barnes & Noble.  
My Mamie Rose, Kildare.

## E. W. Johnson, 27 Lexington Ave., New York

Perry's Expedition Japan, 3 vol.  
Kelly, Wards of Liberty, Little Aliens.

## E. Joseph, 48a Charing Cross Road, London, W.C. 2.

Victor Hugo's Works, pst. 8vo. blue buck., pub. Phila., Geo. Barrie, vol. 1 & 3 of the Toilers of the Sea.  
Balzac, Droll Stories, 2 vols., Canton ed.

## C. E. Lauriat Co., 385 Washington St., Boston

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The Scotch-Irish, Ford.  
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Letters & Memoirs of Carlyle, by his wife.  
Yellow Wall Paper, Gilman.  
Sir John Constantine, Quiller-Couch.  
Passing of Empire, Maspero.

Lemcke & Buechner, 32 E. 20th St., New York  
Chester, Determinative Bacteriology.

C. F. Liebeck, 359 E. 63rd St., Chicago, Ill.  
Sabin's Dictionary Americana, any parts.

## Library of Congress, Washington, D. C.

Tracy, Louis, Wheel o' Fortune, N. Y., Clode, 1907.

## Lowman &amp; Hanford Co., Seattle

Something of Men I Have Known, Stevenson, pub. A. C. McClurg & Co.

## Kaufmann's, 5th Ave., Pittsburgh, Pa.

Pilgrim's Walks in Rome, Chandelry.

Kleintech's Book Store, 1245 Fulton St., Brooklyn  
Steiner, Christianity, as Mystical Facts.

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Kester, His Own Country.

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 Britannica, 11th ed., thick paper.  
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 Bronte's Works, large type.  
 Tuttle, Arcana of Nature.  
 Eaton, Barn Doors and Byways.  
 Evenings un Boston, 1827.  
 Percival, Gibbons, Vrouw Grobelaar's Leading Cases.  
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 Harvard Classics.  
 Book of Knowledge.  
 Britannica, 11th ed.  
 Bronson's Complete Works.  
 Eaton's Ferns.

## J. B. McGee, 176 W. 81st., New York

Conrad, Within the Tides, N. Y., 1916.  
 Conrad, The Inheritors, N. Y., 1901.  
 Stevenson, Macaire, Chicago, 1895.  
 Stevenson, Memories and Portraits, Boston, 1903.  
 Stevenson, In the South Seas, N. Y., 1896.  
 Stevenson, Island Nights Entertainment, N. Y., 1893.  
 Stevenson, Vailima Letters, Chicago, 1895.  
 Stevenson, Weir of Hermiston, Chicago, 1896.  
 Van Dyke, Christ Child in Art, 1894.  
 Van Dyke, Open Door, 1903.  
 White, Camp and Trail.  
 White, Leopard Woman, 1st ed.

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 King, The Gnostics, 1862.  
 Oriental Arms and Armor Eggerton.

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 Gissing's By the Ionian Sea, 1901.  
 First eds. of above books.

Newbegin's, San Francisco, Cal.  
 Carrington Items.

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 John McClellan's Narrative.  
 The Lark, 2 vols.  
 Perfume Garden.  
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 Woman and Her Master.

## New York State Library, Albany, N. Y.

Norris, Heaps of Money, Harpers.  
 Andreson, Education of the New Canadian, McBride.

## H. S. Nichols, 17 E. 33rd St., New York

Adams, Morley, Toy Making at Home, pub. Stokes, 1917.  
 Along the Border with General Crook.  
 Archer, Play-Making.  
 Austin, Jane, Old eds. of any of her writings.  
 Bailey's Algebra.  
 Balmes, Rev. James, Art of Thinking Well, trans. from the Spanish, Dublin, 1882.  
 Barlow, Bill, Works, any.  
 Benedict, Frank Lee, My Daughter Elinor, pub. Harpers.  
 Berdoe, Edward, Browning Encyclopedia.  
 Buck, J. D., Mystic Masonry.  
 Burroughs, George, Song of Nature.  
 Camp, S. G., Fine Art of Fishing, Outing Series No. 8.  
 Carroll, Lewis, Sylvie & Bruno, concluded, 1st ed.  
 Chess, rare items.  
 Clark, James Freeman, Ten Great Religions.  
 Conder, Josiah, F. R. I. B. A., Landscape Gardening in Japan, pub. Hakubunsha, Ginza, Tokio.  
 Culpeper, British Herbal & Family Physician, pub. Foulsham & Co., London.  
 Diary of Marjorie Fleming, The.  
 Ervine, St. John, 8 O'Clock and Other Stories.  
 Gissing, George, pref. not 1st eds., any.  
 Gosse, Edmund W. Robert Browning, Personalalia.  
 Grant, Napoleon and His Artist.  
 Gumpowicz, Ratzenhofer, Letourneau & Condorcet, Works of, in English.  
 House of the Poplars, The, pub. ab. 30 years ago.  
 Hyndman, Commercial Crisis of the 19th Century.  
 Keane, A. H., The World's Peoples, with illus.  
 Knight of the White Banner, The, an old Eng. rom.  
 Lecky, The Map of Life.  
 Leslie, Handbook of Young Painters.  
 Lightning Calculation, Books on.  
 Little Match Girl, The.  
 Long Shadow, The.  
 Lovelace (?) History of 38.  
 Machen, Minnie Gresham, Bible in Browning.  
 Master's Violin, The.  
 Maupassant, Guy de, Works, pub. St. Dunstan's Soc., vols. 1, 2, 3, 4, 7.  
 Mexico, Imp. de la Secretaria de Fomento, Ministerio de Trabajos de la Secretaria de Fomento de la Republica Mexicana sobre el axe.  
 Miles, Emma B., The Spirit of the Mountains, pub. 1905, James Pott Co.  
 Mirror of Fashion, The, Eng. 1853.  
 Morley, Christopher, Shandygaff, 1st ed.  
 Nietzsche, Friedrich, Any titles of, pub. Foulis, Lond.  
 Orr, Mrs. Sutherland, Handbook to Browning's Wks.  
 Painter's Palace of Pleasure.  
 Pigon, Arthur Cecil, Robt. Browning as a Religious Teacher, pub. Cambridge Univ. Press Series.  
 Rawson, F. L., Life Understood.  
 Reports, or Books on Sugar Industry in Europe, any.  
 Reynolds, G. W. M., Mysteries of the Court of London, vol. 2, pub. H. Long & Bros., N. Y., 1850.  
 Ribot, T., Psychologie des Sentiments, Spanish or French if possible.  
 Robertson, The Philippine Islands, any odd vols.  
 Robertus, Overproduction and Crises.  
 Roosevelt, Love and Luck, Harpers, 1886.  
 Scholl, Percy, The Appreciation of Music, pub. Oxford Univ. Press.  
 Simon Girty, or The White Savage.

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Stacpoole, H. de Vere, The Crimson Azeleas.  
Sterne, Tristram Shandy.  
Stickley, Gustav, More Craftsman Homes.  
Strings, Book on Violin Making, pub. Westall & Co., London.  
Swinton's Universal History.  
Symonds, History of the Renaissance in Italy.  
Thompson, Water Wonders.  
Through the Furnace, or the Mystery of Ashland.  
Tyner, Paul, The Living Christ.  
Unacted Plays, British Authors, 1820-30, any.  
Wagnall's Questions.  
Warner, Chas. Dudley, Their Pilgrimage, illus., Rhinehart, Harpers, 1887.  
Werner, E., Vineta, The Phantom City, trans. by Frances A. Shaw.  
Whetham, The Recent Developments of Physical Science.  
Wycherley, Congreve, eds. of.

## Norman, Remington Co., Baltimore, Md.

Merimee, Colomba, trans.  
Beale, Ghost of Guir House.  
Kennedy, Rob of the Bowl.  
Richmond, Round Corner Gay St.  
Harper, Assyrian and Babylonian Literature.  
Ruskin, Froudes Aqueles, Wiley.  
Nights with Uncle Remus, 1st ed.

## Oldach Co., 50 N. 6th St., Philadelphia

Vol. 1, Text, Vol. 1, Plated, Vol. 1 and 2 Supplement, Vol. 1, Index, folio vols., Encyclopédie ou Dictionnaire Raisonné Des Sciences, des Arts et des Metiers par une Société de Gens de Lettres, ed. M. Diderot, M. D'Alenbert, Paris, 1757.

Old Corner Book Store, 27 Bromfield St., Boston  
Doherty's Lawn Tennis.

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Roycroft Dictionary.  
Ingersoll, 13 vols.  
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Cotton Mather's Magnolia.  
Haweis, Old Violins.  
Walter Camp's Book on Football.  
Droll Aonis, 425 il. Dore.  
Lewes, History of Philosophy, vol. 1, Appleton, '57.  
Good Boswell.  
Moore, History of Religions.  
Special Studio, Modern Lith. & Eng.  
Vol. I Fiske, old Va., large 8vo., ill.  
Martineau, Society in Am., vol. 3, Lond., '37.  
Ancient Lowly.

## C. C. Parker, 220 S. Broadway, Los Angeles, Calif.

Poems of Fitz Greene Hallock.  
Poems of N. P. Willis.  
Costume, Fanciful, Historical, Theatrical Mrs. Aria.  
Naval War 1812, Roosevelt, Sagamore ed.  
Edward Carpenter, Edward Lewis.  
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New Paths, Beaumont and Sadler.  
Poetical Works of Lionel Johnson, Macmillan Co.  
Favorite Flies, Mary Orvis Marbury.  
The Bandit Mouse.  
Life of John Pyn, Forster.  
Unspeakable Scot, Crossland.  
Popular Science Monthly, Dec. 1919.  
Robert Louis Stevenson, Frank Swinnerton.  
Impressions of Ukiyoye, Amsden.  
Napoleon's Struggle With the Hun, Hughes.

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Short Stories on Party Politics, Noah Brooks.  
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Iceland Fishermen, Loti, pub. Gottsberger Pack.  
Rarahu, Pierre Loti, pub. Gottsberger Pack.  
Romance of a Spahi, Loti, pub. Chicago.  
Apes and Monkeys, Garner.  
Cone Bearing Trees of California Mountains, Chase.  
Trees of Pacific Coast Sudbury.  
Wilson's Book on Mushrooms.  
The Man on the Box, Macgrath.  
Fifty Salem Doorways, Cousins.  
The Talisman, Scott, illus. Vedder.  
Episodes in a Life of Adventure, Oliphant.  
Rovings in the Pacific, London ab. 1850.  
Heiroglyphics, Arthur Machen.  
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## Pilgrim Press, 14 Beacon St., Boston, Mass.

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The Message of God, Chas. Brown, pub. Doran.

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**Putnam's, 2 W. 45th St., New York**  
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Century Dictionary, vols. 11-12, full moracco.  
Masefield, On the Spanish Main.  
Ward, Amieles Journal, 2 vols., 18°, early ed.  
Bret Harte, Queen of the Pirate Isle, illus. Greenway.  
Harper, Colonial News and Times.  
Georgian, Period of Colonial Architecture, comp.  
Lyon, Colonial Furniture of New England.  
Bailey, John Singleton Capley, Life.  
Dyer, Early American Craftsman.  
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Finn, Western Travels.  
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Balzac, Pere Goriot, cloth, pocket ed., L. B. Co.

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Twain, Innocents Abroad, 1st ed.  
Bronson, Domestic Manf. Asst. and Fam. Dir., Utica, 1817.  
Farmer, Genealogical reg of 1st Settlers of New Eng., 1829.  
Steele Family, Daniel Steele Durrie, enl. ed., Albany, 1862.

**Raymer's Book Store, 5 N. Division St., Grand Rapids, Mich.**

The Gypsy Books, Elizabeth Stuart Phelps.  
Book prices Current

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Franklin Square Library, Nos. 37, 155, 57 and 197.  
Ullman, J., What's the Odds.  
Life and Battles of Battling Nelson.  
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Am. Review of Reviews, Nov. 1910.  
Holbrook, M., Eating for Strength.  
Holbrook, M., Hygiene of the Brain.  
Newton's Principia in English.  
Phylos, Dweller on Two Planets.  
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Poetical & Prose Works P. Shelley, ed. Mrs. Shelley.  
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Baird's Reformation of the 16th Century, Hibbert Lectures, 1883.  
Memoirs for History of Mme. de Maintenon, 5 vols., London, 1755.

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**Schulte's Book Store, 80 Fourth Ave., New York**  
Burke, Encyclopedia of Heraldry.  
Monkshood, Woman and Wits.  
Westermarck, Evolution of Morality.  
Any early writings of Mrs. E. G. White, give dates.  
Gore, Art of Scientific Discovery.  
Blake, History of Putnam County.  
Under the Shadow of the Tzar.  
Masterpieces of Greek Art.  
Invertebrata of Massachusetts, rev. Binney, 1870.  
The School Question, Catholic Pub. Soc., 1876.  
Rutler's Bible Work, vol. on Ezra & Esther.  
Moulton's Library of Literary Criticism.  
Life of Francois Coillard.

**Schwartz, Kirwin & Fauss, 42 Barclay St., New York**  
Dublin Reviews from 1888 to date.

**Charles Scribner's Sons, 5th Ave. & 48th St., N. Y.**  
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Adams, H., Mont St. Michel and Chartres, 1st ed.  
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Balch, French in America During War of Independ.  
Barber, American Glass Old and New.  
Barber, Anglo-American Pottery.  
Black, A Princess of Thule and White Heather.  
Blackmore, Crocker's Hole.  
Boston, Museum of Fine Arts, Various Bulletins on American Silver.  
Botta, History of Italy.  
Bragdon, Beautiful Necessity.  
Brown, The Cabells and Their Kin.  
Brown, Hist. of U. S. of America, illus.  
Bruce, In the Footsteps of Marco Polo  
Bulletin Brooklyn Pub. Libr., Roosevelt Memorial No., Feb. 1920.

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- Bulletin, Detroit Museum of Art, vol. 1, 1904-1907, Nos. 1, 2, 8, 10, 13.  
 Bulletin Detroit Museum of Art, vol. 2, 1916, Nos. 2, 3.  
 Bulletin, Detroit Museum of Art, vol. 6, 1912, No. 1.  
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 Carroll, Grim Tales Made Gay, Harper.  
 Caxton, Golden Legend, 7 vols., Temple Classics, Dutton.  
 Chan-Ju-Kua, Chu-fan-chi, trans. from Chinese and annot. Hirth & Rockhill.  
 Chapman, James, Travels in the Interior of South Africa, 2 vols.  
 Charnwood, Abraham Lincoln, 2d and 3d eds., Holt.  
 Clifford, H., Downfall of the Gods.  
 Coleridge, Aids to Reflection.  
 Country Life, Eng., July 5, 12, 19, 1919.  
 De la Mare, The Return, Putnam.  
 Diderot, The Nephew Rameaux, Longman's.  
 Dumas, The Speronaro.  
 Edkins, J., Ancient Navigation in the Indian Sea.  
 Evans, T. W., American Ambulance in Paris, 1870.  
 Flournoy, T., Spiritism and Psychology.  
 Freeman, African Redemption.  
 Freeman, Plea for Africa.  
 French, H., List Early Am. Silversmiths and Their Marks.  
 Frey, Glen H., Les Egyptiennes Prehistoriques identifiées avec les ammanites d'après les inscriptions hieroglyphiques.  
 Gade, Spanish Cathedrals.  
 Griffin, Plea for Africa.  
 Hale, A. R., Rooseveltian Fact and Fable, pub. A. R. Hale.  
 Halsey, Pictures of Early New York on Dark Blue Staffordshire Pottery.  
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